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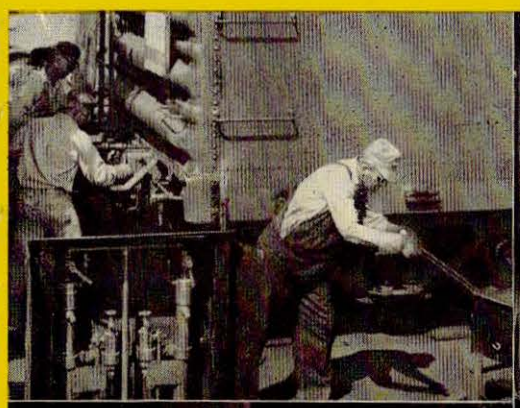
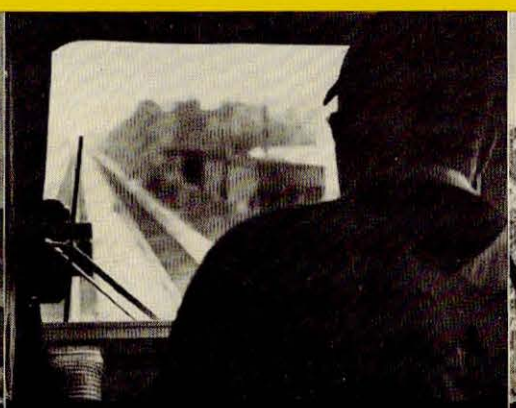
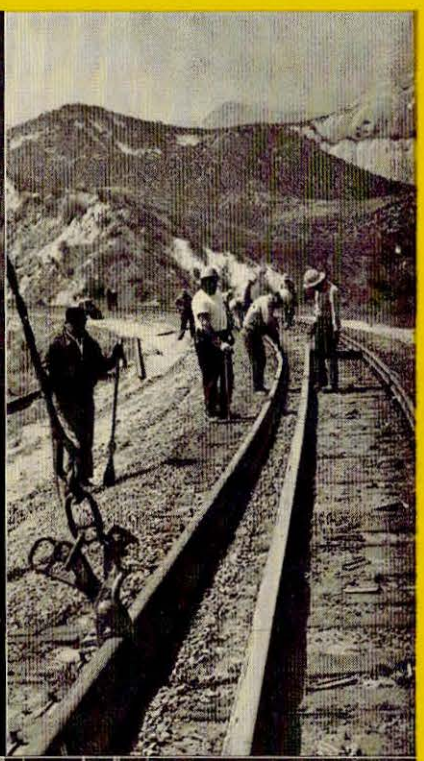
RAILWAY AGE

THE TRANSPORTATION WEEKLY

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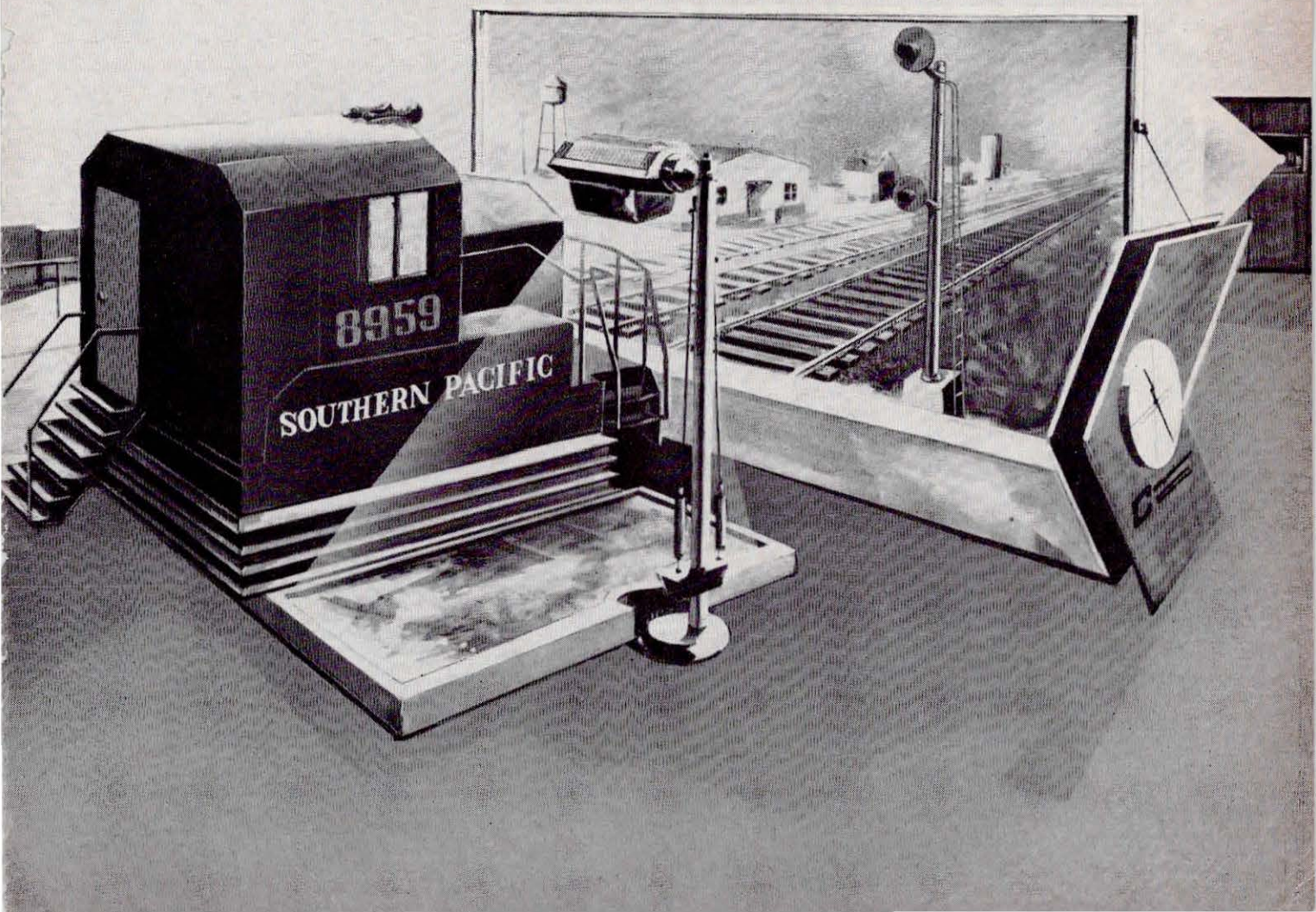

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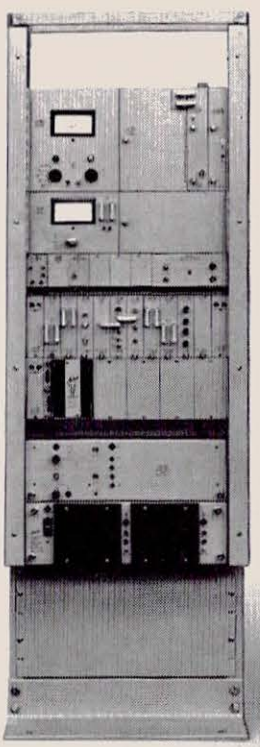

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. . . AND COMING NEXT WEEK

ANNUAL REPORT ON PIGGYBACK: Has piggyback reached a dead-end, as some of its critics claim? Or is the present plateau merely a sign of maturity, with big new growth yet to come? Railway Age explores these and other TOFC-related questions in its annual piggyback roundup Oct. 27. Like all Freight Traffic Issues, this one will be sent to 10,000 shippers in addition to our regular subscription list.

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SHORT AND SIGNIFICANT

EL opens truck loading facility

Erie Lackawanna has opened a five-track, 36-acre truck loading facility at Tremont City Road, Springfield. Ohio. It is designed to serve the International Harvester Company plant at Springfield. Trucks will be loaded by use of an A-frame for saddle-back loading. Circus or ramp-type loading will be used for bi-level cars. Three loading and two storage tracks have a capacity of 12 cars for bi-level loading, 6 cars for A-frame loading and 14 cars in storage.

GN files for abandonment of 63-mile branch

A 63-mile Great Northern branch line in North Dakota is up for abandonment—because, GN says, it requires rehabilitation at a cost which can't possibly be justified by the traffic potential. The branch, running between Rutland and Forbes, N.D., now has twice-weekly freight service; trains are limited to 15 mph by track conditions. By GN's estimate, "if all required rehabilitation were completed for continued use, by 1971 the costs would approximate $808,000 for track and $85,-000 for bridges, not including cost of laying heavier rail."

Narrow-gauge still holds its attraction

It's been less than a good year for most passenger-carrying railroads—but Rio Grande's narrow-gauge "Silverton" train just keeps on rolling up new records. In the tourist season just ended, this relic of the 1880s carried 97,000 passengers—up by more than 6,200 from the previous record-high established last year. And for those who like to plan ahead: The 1970 "Silverton" season will run from May 30 through Oct. 4.

RI, UTU set up seminars on human relations

Rock Island's commuters may soon get an extra added helping of tender, loving care as they make their daily trip from suburb to city and back. RI and the United Transportation Union are cooperating in a series of human-relations seminars —16 hours of human-relations study over a three-week period for approximately 100 train-service employees. As RI and UTU officers put it, "We're proud of the high regard in which our crews are held by our commuters. What we're trying to do is to further improve our customer relations. The whole purpose of the seminars will be to provide a forum for our people to exchange ideas on how to give the commuters the highest quality of service. The trainmen will brief each other on proven techniques for solving sometimes-difficult situations in a friendly and reasonable manner."

Lake Charles to get a new handling system

An extensive bulk materials handling and shiploading system is being constructed as part of an over-all $9-million expansion of the Lake Charles, La., harbor and terminal district. Hewitt-Robins division of Litton Industries is the designer and supplier of the materials handling system which will unload from rail cars, store and load into ships a variety of materials including petroleum, coke, wood chips and coal.

HSGT awards advanced braking systems contract

The Vehicle Research Department of the Cornell Aeronautical Laboratory has been awarded a $73,000 contract from the Office of High Speed Ground Transportation. The six-month contract calls for the study of advanced braking systems for trains moving at speeds from 250-300 mph. One of the systems under consideration is a new type of energy dissipation. DOT says the device is "essentially a mechanical air heater." The second design concept utilizes aerodynamic braking principles. Both systems will avoid the large heat buildup in functioning components. Braking control will be studied to make certain that the systems are fail-safe or can be used with a separate standby one-shot braking system in an emergency.

MONDAY MORNING REPORT

DEFINING THE "RAILROAD PROBLEM"

Is the "railroad problem" a problem only for railroads? You can bet your corporate life it isn't. That, in effect, is the blunt message that G. Russell Moir, chairman of the United States Freight Co., has delivered to the shipping community. "One of the gravest problems facing all of us in transportation is how to halt and then reverse the alarming decline of popular confidence in this oldest and most indispensable form of common carriage," Moir told the 27th meeting of the New England Shippers Advisory Board.

ARE SHIPPERS AWARE OF THEIR OWN STAKE . . .

In Moir's view, "It makes no sense for those whose corporate enterprises are so heavily dependent upon the successes or failures of rail service to gloss over or simply ignore the complex problems facing the American railroad industry. Nor does it make sense for those who believe they have no need for rail service to turn their backs on the entire situation as being someone else's headache." But do shippers realize the extent to which the "railroad problem" is their own problem? "Regrettably," says Moir, "too many people in transportation, particularly on the customer side of the fence, are still beguiled by the glittering—but still unproven—promises of air transport and the dynamic growth of the motor carrier industry."

. . . IN THIS "GREATEST, UNTAPPED TRANSPORTATION RESOURCE"?

As head of the world's largest freight forwarder, Moir is himself a major purchaser of transportation. His own view of railroads: "I believe that the American rail system is the country's greatest, and to a great extent untapped, transportation resource. The railroad is still, inherently, the best of our common carriers in terms of speed, economy and consistency of service for long-haul shipping. Furthermore, I see no likelihood of any significant change in these factors in the foreseeable future."

THE WORD, SAYS MOIR, IS "RAILPOWER"

It's time, suggested Moir, that people who snipe at railroads wake up to the fact that they're really sniping at themselves. "All of us had best realize that we should put aside some of our partisan differences and unite under the common banner of 'railpower.' The railroads are the cornerstone of the American transportation system—indeed of our economy—and it is sheer insanity if all of us who depend on it, and that is everyone in the country, fail to extract maximum value from this magnificent resource."

RAILWAY AGE
THE TRANSPORTATION WEEKLY
OCTOBER 20, 1969

For government, a role as friend, not as foe

Too often, says Penn Central President Alfred E. Perlman, railroads "have regarded the federal government as an adversary. In the future, we must regard it as a partner—because many of the problems of the railroad industry are of such proportion that they cannot be solved except through a cooperative approach between government and industry." Appearing at the annual meeting of the AAR Purchases & Materials Management Division, Perlman cited a number of goals for the railroads. And, he said, "whether we like it or not, the principal pathway toward those goals runs through Washington. Our industry is inextricably involved with the federal government, and it appears that this relationship is going to be even closer in the future." Fortunately, PC's president added, "the groundwork for this partnership has been laid in the establishment of the Federal Railroad Administration . . . But our combined forces will be ineffectual unless we have public understanding and public approval of our objectives. We will have little hope of stimulating Congressional action on our behalf unless we have the force of public opinion behind us."

Federal Sign moves to acquire Hayes Track

Federal Sign and Signal Corp. is negotiating for the acquisition of Hayes Track Appliance Co., Richmond, Ind., and its associated company, Omnitronic Corp. Hayes Track manufactures mechanical and electronic safety devices for railroads and industry in general. Under terms of the acquisition agreement, Hayes Track operations will be integrated with Federal's Western-Cullen Division. Brice E. Hayes, president of Hayes Track Appliance and Omnitronic, will continue to head the operations "for a limited time" and management changes are not contemplated. A diversified company, Federal Sign is a leading producer of signals and other warning devices for various uses. It is also involved in the railroad and aircraft ground support industries.

Railroads seek emergency 6% rate increase

For the third time in less than three years, the railroads have gone to the Interstate Commerce Commission for a rate increase. Last week the Commission had the industry's request for a 6% emergency increase. Terming their financial situation "acute," the railroads asked for an effective date of Oct. 18—one day, instead of the usual 30, after the filing of official notice.

The proposed increase would yield an estimated $600 million annually. The railroads compared this figure with increased costs of $1 billion incurred in the years 1967-69 in excess of those covered by earlier rate adjustments. It was made clear that the 6% emergency increase now sought is designed to close only the immediate gap. The railroads said they will be forced to ask the Commission for additional changes in freight rates and charges when a "reasonable projection" of "further substantial increases" in labor, material and other expenses has been made.

"The earnings of the railroads are so inadequate that the increases in wages, taxes and prices of material that have been incurred in 1969 cannot be absorbed," said the railroad petition. "The drain on working capital has been great and it has been depleted to the point where it cannot be relied upon in meeting the emergency situation which now confronts the railroads." The largest expense increase cited was a $326.7 million rise in labor costs for 1969 alone.

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GUS WELTY

LINES ON LABOR

"MERGER" used to be a cuss-word to union people when it referred to railroad consolidations. But that was before the organizations managed to work out more-than-generous job-protection agreements with merging carriers. Now, there's been a shift in attitude: Union folks can talk of railroad merger without getting apoplectic—and it's union merger that stirs the combative instincts in at least some in labor's house.

UNION MERGER has produced a colossus on the operating side, with the four-way consolidation that created the United Transportation Union. The non-op side doesn't show such a great concentration of strength, but the Brotherhood of Railway and Airline Clerks has made substantial progress and BRAC is still trying in the merger marketplace. Understandably, the trends are worrisome to some of the remaining independent unions. And none, apparently, is more concerned than the Brotherhood of Locomotive Engineers—independent for more than 100 years and now the *only* "independent" among the ops.

JACK HILTZ, chairman of the National Railway Labor Conference, triggered the latest expression of anti-merger feeling from the BLE. Hiltz made a speech recently, in which he touched on various aspects of union mergers—and referred to "the hopes and dreams of those who have for years regarded the one- or two-railroad-union situation as an approach to perfection." Hopes and dreams? Perfection? Not the way the BLE looks at things.

ODDLY ENOUGH, though, the BLE's rebuttal shapes up more as an attack on Hiltz than as a documented condemnation of merger among unions. The Engineers do say they "cannot help but believe that a further reduction in the number of rail labor organizations would be beneficial to no one except the carriers." And as for Jack Hiltz: "There is no reason to believe that any suggestions he has to make regarding dealing with labor can have any other purpose than to destroy the strength of the various organizations and reduce the working man to the status of a wage slave."

HILTZ IS FULLY CAPABLE of defending himself against charges that he's a union-buster, so there's no need to take time for that. Rather, let's consider the plight of those whom Hiltz would threaten with "enslavement"—the plight, as reflected in recent wage settlements and in new wage demands placed against the industry. Slaves like these would have told Lincoln to mind his own business.

RI's bad situation is getting worse

All railroad merger cases take time to get through the ICC and, usually, the courts. Some roads have time. Rock Island doesn't. And so a recent letter to stockholders from RI Chairman and President Jervis Langdon, Jr., is really an open letter to the Commission, with a plea: Let's get moving. RI's merger with Union Pacific was proposed more than five years ago. Competing proposals followed, and so did ICC hearings—in which cross-examination alone filled more than 47,000 pages. RI is still awaiting an examiners' report—and, in the meantime, its situation is getting more and more precarious. Langdon puts it this way: "Rock Island's financial condition, bad five years ago, has become worse. At the end of August, our deficit was $7.9 million, as compared with $4.9 million during the comparable 1968 period . . .We have just taken a look at a preliminary budget for 1970, and it is alarming. Surely the ICC is aware of RI's outlook and will act promptly in the merger case." RI, Langdon says, has increased its freight revenues and has reduced its passenger deficit—but "we have no resources with which to tackle the problems presented by an obsolete plant, with millions of dollars of deferred maintenance. There is no greater handicap in today's inflationary economy than physical property built to standards of a former era. The only cushion for spiraling wage rates and other cost increases is greater efficiency. And Rock Island's plant, while somewhat better than it was five years ago, falls far short of lending itself to efficient operation. Only massive infusions of cash will correct the situation over a period of time, and Union Pacific, once the merger is accomplished, stands ready and able to provide the necessary support."

Penttila heads Shippers Boards

Allen K. Penttila, director of traffic and transportation for Evans Products Co., is the new president of the 16,500-member National Association of Shippers Advisory Boards. Also named at NASAB's annual meeting in Houston were J. Robert Morton of Combustion Engineering, first vice president; J. Lucian Gilbert, of the Port of Tampa, second vice president.

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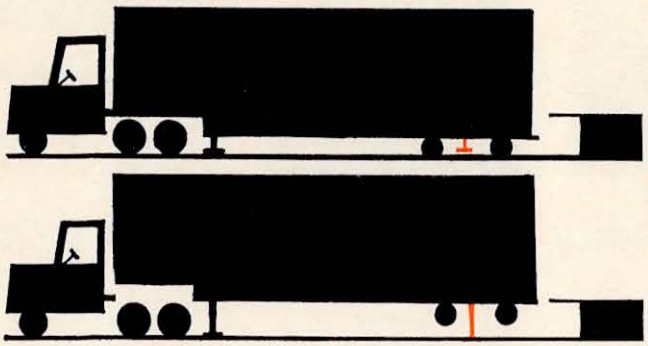

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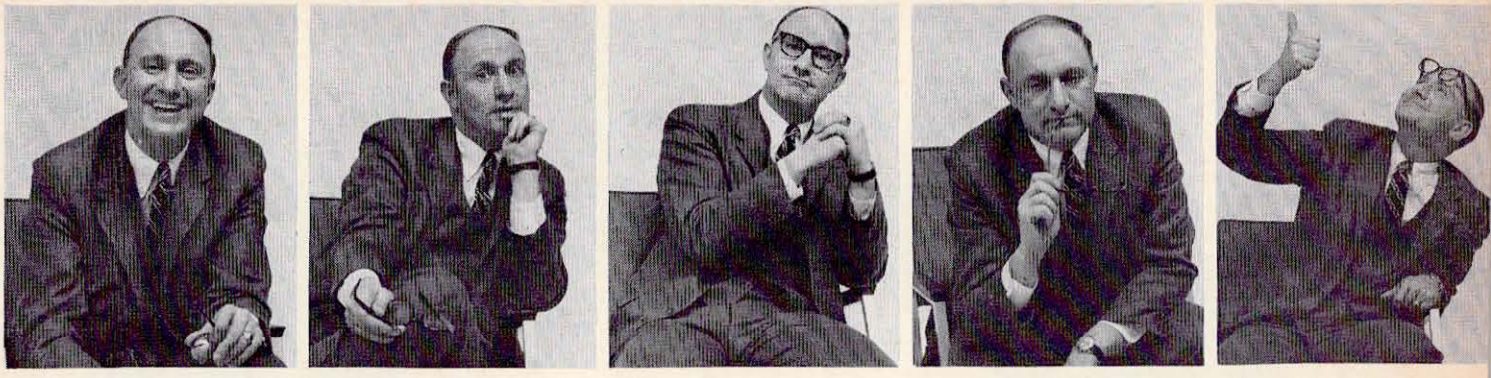

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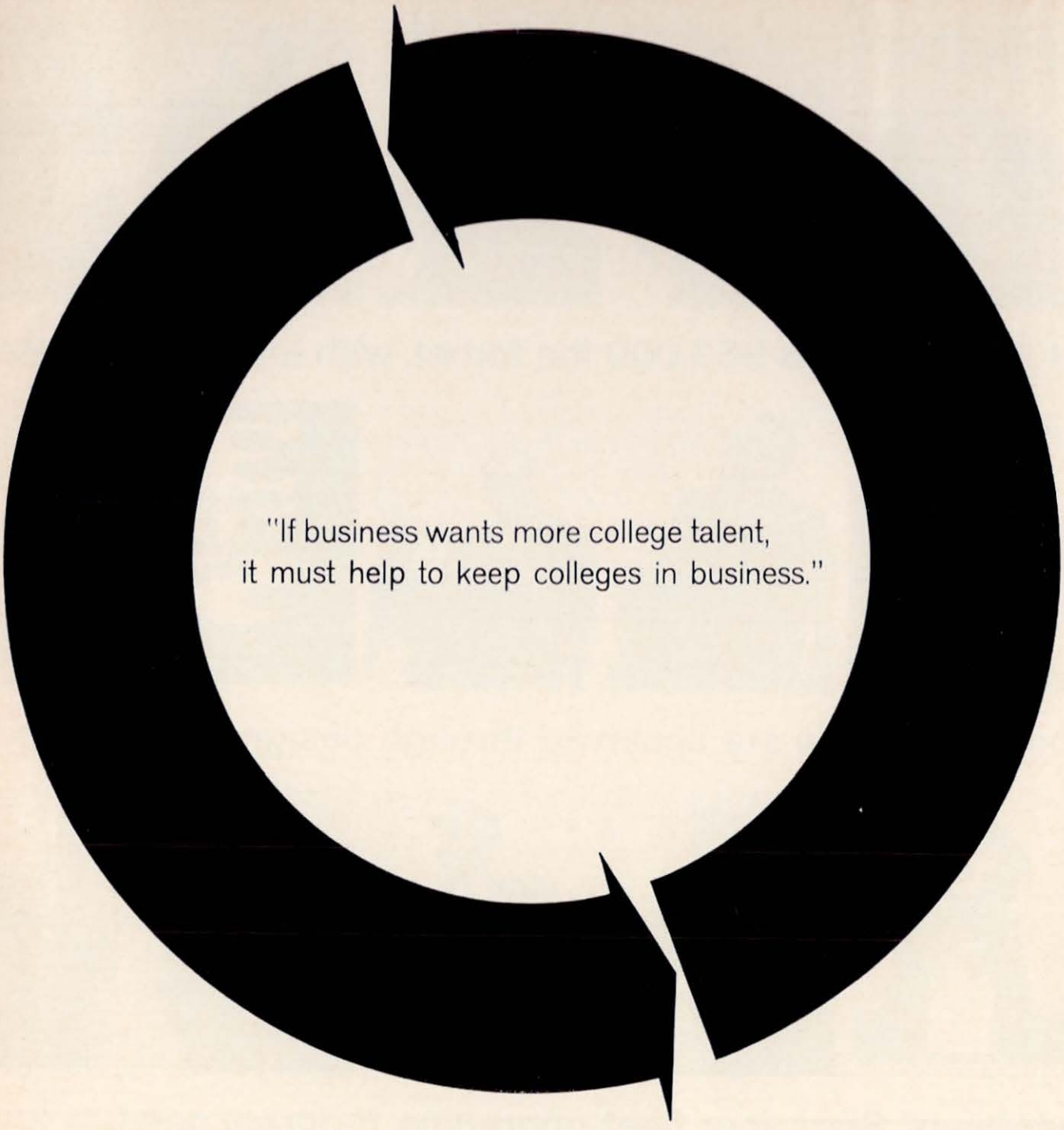

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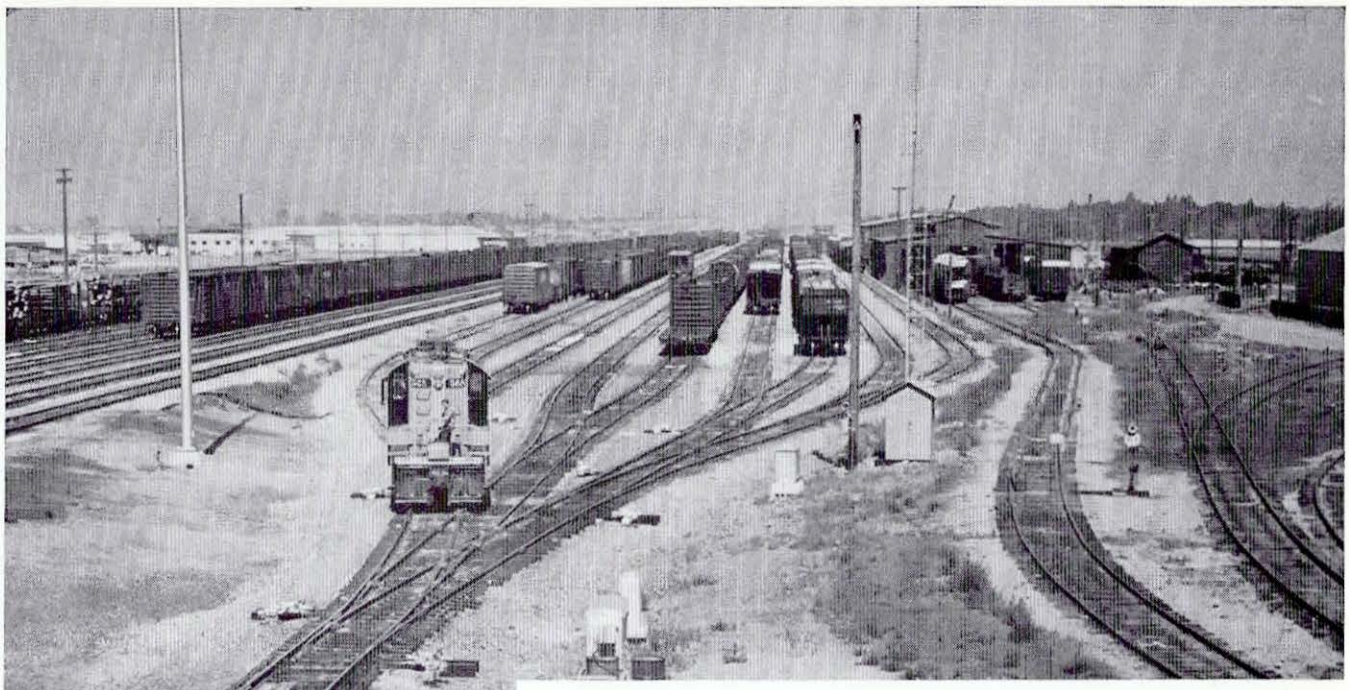

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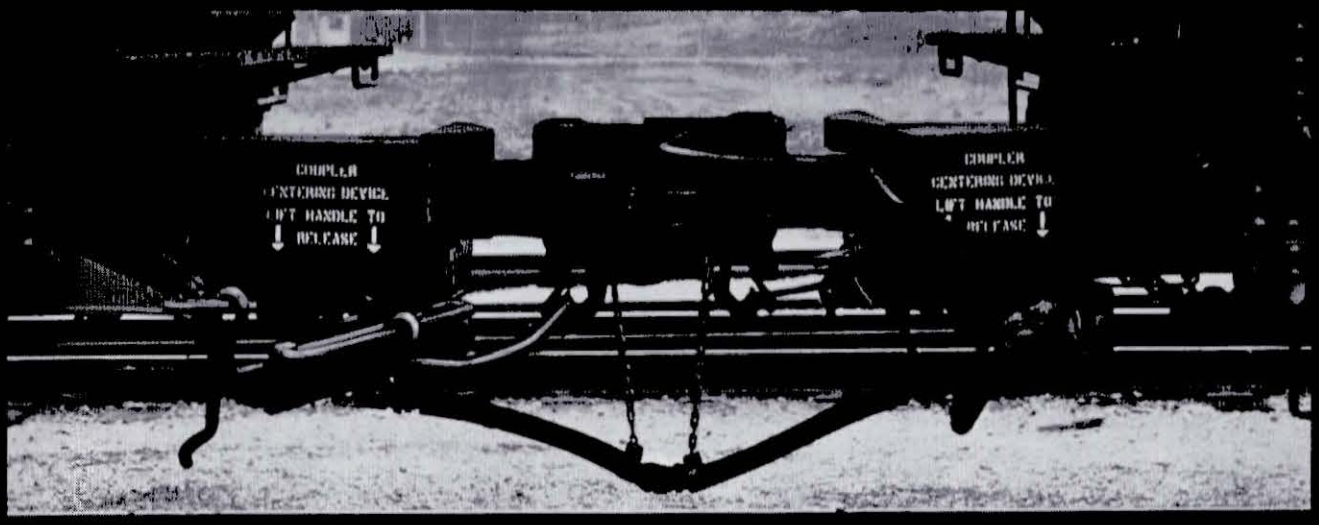

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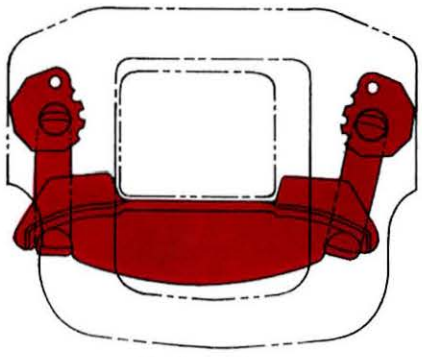
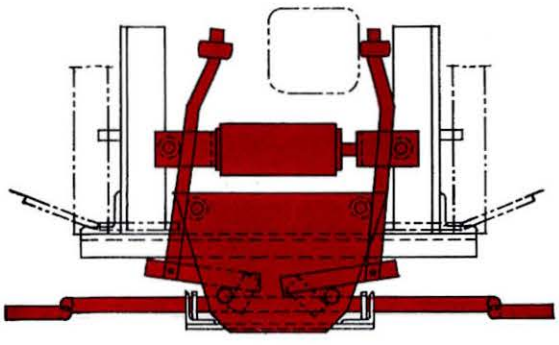
By keeping a free coupler centered in relation to the end sill, they minimize the damage brought on by the passing of couplers.

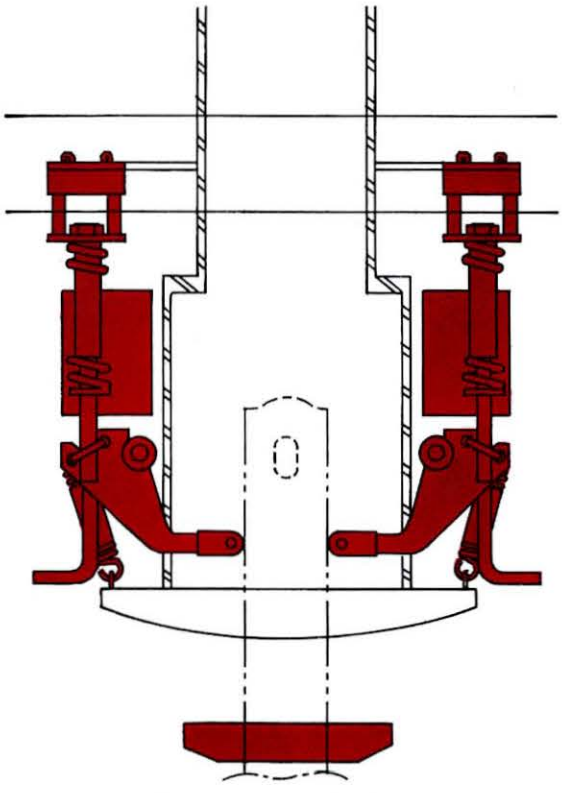
A Complete Family of Standard Centering Devices to Meet All Car Conditions



Swing Type
(includes carrier)



Single Coil Spring
(requires 6″ space
behind carrier and under coupler)



Double Coil Spring
(requires 12″ space
beside bell housing
under car floor)

Today's longer freight cars, with their long-shank couplers and wide-opening strikers, have required new centering device designs to meet the many car conditions. These new designs afford the same protection from damage that the Standard Centering Device has provided for many years—protection that is even more important with today's wide-swing couplers.

With a Standard Coupler Centering Device, the risk of passing couplers is reduced to a minimum. The device keeps a free coupler centered in relation to the end sill. If the coupler is swung wide when disengaged from another, the device instantly returns it to center position.

When the coupler is coupled to another car, the centering device permits all movements essential to safe operation . . . sideways, and up and down.

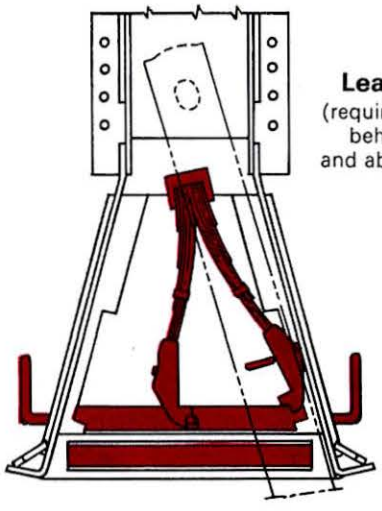
In using a wide-swing coupler device, there will be occasions when coupler alignment requires that a free coupler be moved off center. If so, a pull on the handle releases the centering device. As the cars move, and the coupler returns to center position, the device automatically re-engages.

Standard Coupler Centering Devices are supplied in four to six components, together with all necessary hardware and simple instructions for installing.

The choice of designs will hinge upon your particular application. Your Standard representative will be glad to recommend the best choice for the job at hand—and to answer any questions you may have.

Exclusive sales agent:

STANDARD RAILWAY EQUIPMENT
division of STANRAY CORPORATION
Hammond, Indiana • Chicago



Leaf Spring
(requires 31″ space
behind carrier
and above coupler)

RESEARCH and DEVELOPMENT BACK UP the "TOTAL DESIGN CONCEPT" of the BARBER STABILIZED TRUCK...

ON THE TRACK WHERE IT COUNTS

The "Total Design Concept" of the Barber Stabilized Truck is constantly being improved. These changes are the result of "on the track" research where advanced electronic equipment enables Barber engineers to observe and record performance under actual use conditions.

This is why the Barber Stabilized Truck gives longer life, greater lading protection, lower maintenance cost AND lower first cost, too.

"Talk to the Man from Barber"

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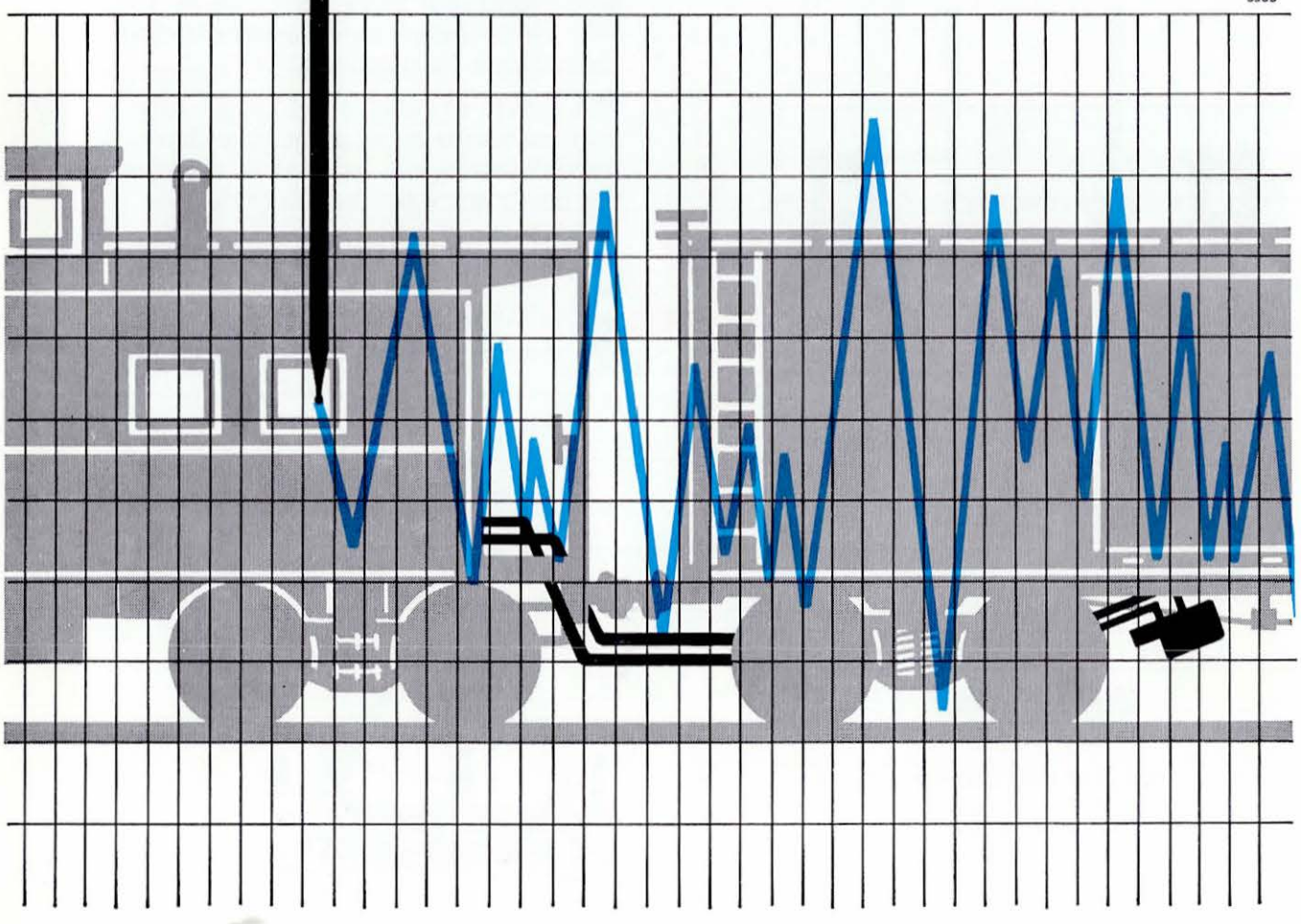


RAILWAY AGE
THE TRANSPORTATION WEEKLY

TOMORROW'S RAILROADS

NO. 10
RAILROADS AND THEIR PEOPLE

Continuing a 12-part exploration of what can and must be done to create the 21st century railroad . . . the 21st century transportation system

BY GUS WELTY

● **The day is fast approaching** when the railroad industry will have nothing left. If the trends of the 1960s are allowed to continue, there will come a day when railroads add up the results of a year's operation—and get a large, round zero. By some projections, that day is a decade or two away. By others, it could come much sooner—five years, perhaps six.

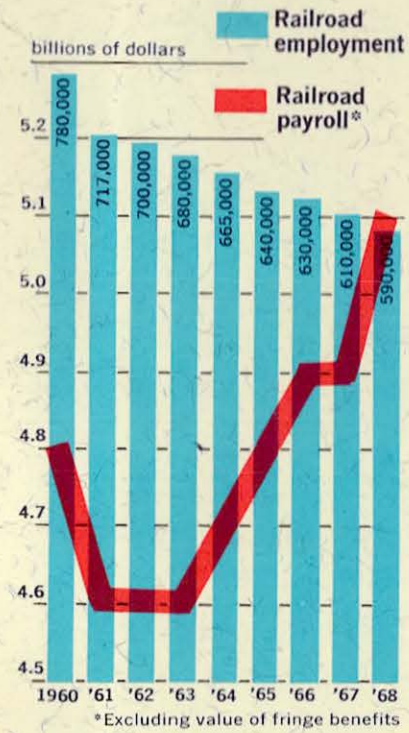
● **The arithmetic is simple.** The gap between income and outgo is closing fast. Under present circumstances, costs are increasing at a rate which revenues cannot possibly match. And these trends of the '60s, if not reversed, could spell disaster, for the people who own and operate railroads, for the people who depend on railroads for employment, for a nation which will continue to demand quality rail service at a reasonable cost.

● **Disaster of this magnitude** doesn't have to happen. But it can happen, and it will, unless rail management and the organizations representing rail employees start working together, pulling together, thinking together.

The goals have to be two-fold. First, railroads must have the operational flexibility they need to gain entry into new and profitable transportation markets. Second, employees and their organizations must be served in the pursuit of their own legitimate needs and desires. The two goals are not necessarily incompatible. It only seems that way.

● **There is no monopoly on sin,** in any consideration of

Rail employment drops—but payroll follows a different curve



Source: AAR

railroad management/labor difficulties. Negotiators on both sides are fond of saying that management and the unions agree more than they disagree, and that's true. It's also a rather meaningless argument. The public knows only that railroads and their unions somehow manage to have a crisis every couple of years. And both management and union people know that in most of the agreements *and* disagreements, the vital issues are not really being attacked.

● **The essence of dispute** in management/union affairs is not always money, per se. In a wage case, both sides generally know what the pot contains. There is a certain amount of haggling. Emergency boards may be summoned to hear formal debate. But with certain exceptions –the shopcrafts providing two, in this decade–wage disputes are not the stuff that crisis is made of.

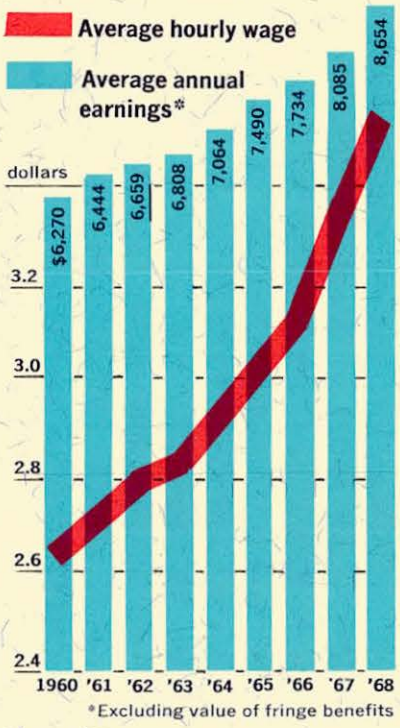
● **Work rules** are another matter. On the rock called "work rules," management and the unions can do one of two things. They can storm to the top together and plant the flag. Or, they can stand at the bottom and bicker, while the fire pours down upon them.

● **Management regards** certain rules–and rightly so–as outmoded, archaic, stifling to progress. The employee –with his own justification–has another view. As one respected observer points out, "Work rules and the seniority roster are the rocks on which the employee's economic and psychological moorings rest. Only as they remain fixed can he calculate his life chances. Question any of them, and his life is threatened to its foundations."

● **This apparent conflict-of-interest** gets added empha-

sis from the way in which management/labor relations are patterned. On the union side, there is the fact that negotiators are political figures. They are subject to election and re-election. They must get things done for their constituents, even as a local alderman must get things done for his. By the very nature of their jobs, they are concerned with the here-and-now—not the long-range well-being of either company or employee. Especially, they are not concerned with long-range views if any immediate sacrifice is involved. Management, too often, also seems to be here-and-now in its labor-relations orientation. Junior members of the team may be judged more on their won-and-lost records than on their fairness in handling a case. Requests and complaints from the union side may be overlooked or ignored, even though (1) settling the issue would be relatively simple and cheap, and (2) settlement would earn a certain respect from the union representative at the same time it enabled him to earn respect from his people.

And wage/earnings measurements move steadily up



*Excluding value of fringe benefits
Source: AAR

● **If the industry** and its employees are to prosper—long-range—the rules that most need changing are those affecting the operating crafts. Without change, the industry and its employees are surely headed for the rocks. But what kind of change might work? What kind of change might be acceptable to both sides?

● **Consider first** that both railroads and the labor organizations are losing ground. Railroads are declining, in share-of-market measurements, in profitability. The unions are declining in membership, in number of jobs represented. From a financial standpoint, a condition of double-jeopardy is being created.

● **Railroad customers** demand service. But railroad

cost factors, on the operating side, can virtually force management to put service second to efficiency: Service notwithstanding, can a railroad afford to run 10 20-car trains, each with a four- or five-man crew? Or does it lean toward a single 200-car train, with a single four- or five-man crew? Economics dictates a decision in favor of "efficiency." But the results are hardly beneficial to anybody. Service suffers, railroads lose business, employees lose jobs, unions lose members.

Price inflation is one thing,

Source: AAR

● **What might happen,** if trade-offs were possible? Let's say an agreement with the operating crafts could be reached. Let's say that scheduled trains could operate with two-man crews, local freights with three men. Operations would ignore seniority-district boundaries. Let's say that employees would work an eight-hour day, with time-and-a-half for overtime. Let's say that management could have the right to restructure work, that traditional work-jurisdiction lines could be erased, and that technological improvement could be fully utilized.

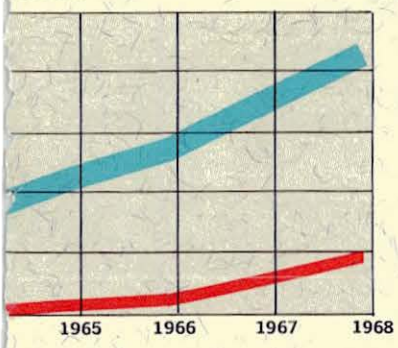
● **Under these conditions,** the railroad could operate twice as many trains at virtually the same operating costs. It would save on per diem, and it would be giving a better customer service. It would make better use of manpower, and it could simplify administrative functions.

● **What could be given** to the employee in return? By one management estimate, railroads could offer higher rates of pay and even a guaranteed annual wage, a guarantee against layoffs and a share of the benefits—translated, perhaps, into earlier retirement and/or increased retirement benefits.

West Coast longshoremen and employers have worked

inflation quite another

aterials



out agreements not unlike this, so the concept is not totally untried or unproved.

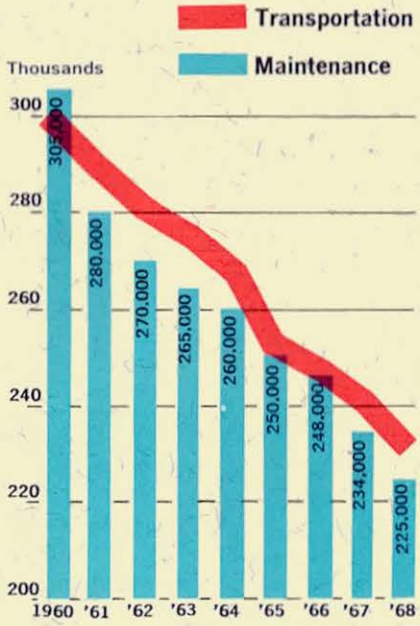
● **Consider another possibility.** Consider the opportunities which might be available if management and the unions could maintain a conversation free of the built-in handicaps of the ordinary collective-bargaining process. This kind of conversation could have value in the area of clerical jobs or shop jobs. It could have perhaps its greatest over-all value in the area of operating jobs.

● **There is no reason** why the dialog cannot begin. Managements have a brief-case full of proposals—marketing plans, operating plans. Top union leaders profess to be interested. Surveys seem to indicate that rail employees are interested, as well they should be.

● **But the bargaining table** is not the place for these conversations. The atmosphere is wrong. Both sides, as one observer puts it, "are preoccupied with things that can be counted—minutes, days, dollars, cents, pensions, holidays, vacations and measurable specifics like that. People around a bargaining table aren't too comfortable when they're talking about ideas." Both sides, it might be added, are also preoccupied with the traditional nature of bargaining—as an adversary proceeding.

● **Employees and their organizations** must become partners with management, not competitors, in the search for gain. This has to involve, by one description, "a joint effort to restructure railroad service, to discard obsolete theories and concepts, and to develop new ways of serving customers which the customers will buy." The goals, which both sides can understand, are more business, more

In the '60s, two classes of rail employment decline at similar rates



profit-making revenues, more and better jobs. The means of reaching those goals almost has to be cooperative—through a permanent committee or commission of top management and union people who are free to consider proposals, arrive at decisions and then implement those decisions on permanent or trial bases.

● **Other "solutions"** are possible. But, on close examination, most of them turn out to be attacks at the effects of rail management/union strife. Few, if any, go to the causes.

● **There are proposals** that a system of labor courts be set up. There are proposals that labor disputes in transportation be steered into some form of mediation-to-finality—a euphemism for compulsory arbitration. There are "arsenal-of-weapons" proposals in which the President would have his choice of moves, ranging from imposed arbitration to seizure to the taking of no action at all. And, of course, there is the proposal that the nation—by one means or another—meet each problem as it arises and apply whatever ad hoc solution seems advisable.

● **Some merit exists** in each of these suggestions. No matter what else happens, the nation might be well-served if there were a guarantee of transportation-service continuity. But no-strike/no-lockout guarantees do not go to the core of the problem. They are a negative solution, not a positive one.

● **Merger is also looked upon** as a solution of sorts—merger of railroads to produce fewer and stronger companies, merger of unions to produce fewer and less-competitive organizations. This too would help. Theoreti-

cally, at least, railroads would attain a better corporate balance. They would gain in offensive and defensive strength. Theoretically, at least, labor would have greater stability. Labor organizations would have less need to out-demand and out-fight and out-gain each other.

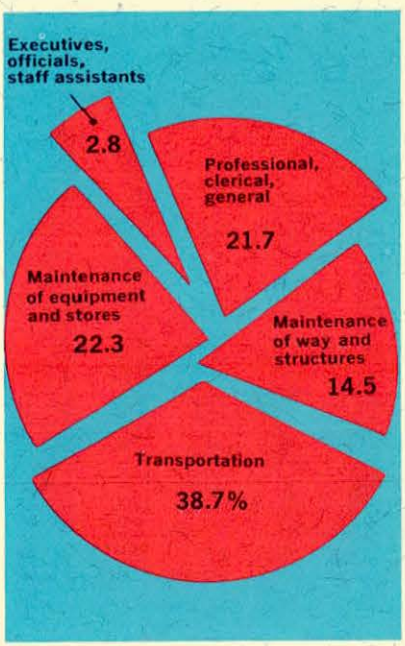
- **But the goal** should not be merely to keep rail management and rail labor from fighting. The goal should be the creation of conditions under which rail management and rail labor can work together on common interests while they still have freedom to argue about the things that employers and employees always argue about.

- **It can't be emphasized** too often that there is no shortage of ideas—although there may indeed be a shortage of time in which to make those ideas effective. Operating costs are increasing at a too-rapid rate. Current projections on costs are not optimistic. Neither, under present conditions, are projections on revenues.

- **Cost can be cut.** But some cuts are self-defeating, and there are serious doubts as to how much more cutting can be done in the biggest single cost area, labor cost. Revenues—rates—can be increased. But these increases must be most carefully handled. At best, they are only a partial answer to the income/outgo problem.

- **Ironically,** these could be exciting times—not depressing ones—for railroads and their people. The potential for strength is there—the kind of market strength that would help to create the "more and better jobs" which management and union leaders are fond of talking about.

And today, this is the make-up of the total payroll



Motor carriers and railroads: A tale of two job markets

Source, 1950-65: TAA, AAR

● **Perhaps the biggest need** is for firm leadership on both sides. Among the organizations, three unions—all headed by men who view themselves as progressive—now represent roughly 80% of railroad employees. These unions, these men, could make up their minds to act as leaders—even to the point of seizing the initiative from the fragmented "organization" now made up of all of rail labor's chieftains. Among managements, there is no such concentration of power as such. But there is a growing number of chief executives with the desire to knock down the barriers and, with labor's help, to get companies, employees and unions all aiming at the same target: Creation of a better-built industry.

● **One major problem** is the simple fact that management and labor interface at so many points. Agreement, on anything, does not come easily when it involves negotiation, implementation and interpretation through complex, multi-layered organizational structures. Yet this is the situation that has grown up, over the 100-plus years of railroad management/union relations.

● **This problem** won't be solved soon, and, in fact, many of the problems afflicting railroads and their employees will take time to clear up. The important thing is that a start be made.

● **Both the railroads and the unions,** at this point, need a success—a victory, an evidence that cooperation can work to mutual benefit. For both short- and long-range gain, no "start" offers greater promise than that contained in a joint effort aimed at service innovation. Neither management nor labor can do the job alone. But together? Together, they can't fail.

Coming Nov. 24
Part 11:

RAILROADS AND GOVERNMENT—WHAT ARE THE POLITICAL REALITIES?

FOR P&MM DELEGATES:

Getting there was half the fun

Delegates to AAR's Purchases and Material Management Division's 40th annual meeting at Chicago shunned the advantages of jetting from New York, and took the train instead.

It was a very special train—a sort of curtain call for Phoebe Snow, Erie Lackawanna's popular Hoboken-Chicago express which made its last regular run two years ago.

The Phoebe Snow Club was organized in 1950 by C. F. (Curt) Bayer, vice president, Purchases & Stores, EL, when he was manager of purchases & stores of the former DL&W.

There are 138 members and wives who chose to take the 18 hr. 30 min. train ride, including some who came east to go west from points as far away as Pittsburgh and Greenville, Pa., and six from the destination city itself—Chicago. Joe Gerber from Pacific Car & Foundry at Renton, Wash., flew across the country to take the special.

Though nine times longer than jet schedules, the Phoebe Snow special did average over 52 mph for the 977-mile run. Passengers didn't seem to care, anyway. When they weren't in one of the two dining cars, or enjoying the mid-train recreation car, they were taking in the autumn scenery in the Jersey foothills of the Pocono Mountains in Pennsylvania, and it was spectacular. Those who took time to watch the track from the observation car noted the results of EL's stepped-up maintenance program. The track was good and the ride was smooth.

Meanwhile, back in that recreation car. It was a full length lounge, decorated as a French sidewalk cafe. A committee of club members had spent the Saturday before in Hoboken yards trimming the car. There were games and entertainment aboard all evening—a virtual French casino on wheels. And back in the observation car there was an upright piano for the barbershop set.

This was the 15th Club special since 1950. It has been run every year that the meetings have been in Chicago, and will run again, Curt Bayer says, if it is physically possible to get the equipment together again. Biggest headache this year was assembly of sufficient sleeping car equipment. EL runs only one car daily, Hoboken to Youngstown, but with the Penn Central cooperation it was possible to get eight sleepers together for the special movement.

Four passengers aboard this year, along with their wives, are "charter members" who made the first trip in 1950: Curt Bayer himself; Robert A. Bollman, Buffalo Brake Beam; T. H. (Art) Smith, retired president, Kerite Co., and Frank Finsthwait, Griffin Wheel.

The special was a real cliff hanger this year. Besides equipment problems, EL was one of the six roads favored for the proposed shopcrafts' strike, which was touch and go until near train time. Nevertheless, not a single passenger was lost because of the threatened cancellation.

The 12-car special was a few minutes ahead of time when it left EL trackage at the Indiana-Illinois state line, but went into Chicago 10 minutes late. Phoebe was a lady in every respect.

—Robert G. Lewis

Here's Phoebe Snow, all set to go

upon the road to Chi-ca-go.

The scenery: Great!

The food: First-rate!

Let others have the DC-8!

Never mind the fine print.

What do you do when it doesn't work?

Sometimes, even something we make stops working.

Sometimes it's our fault. Sometimes it's your fault. And, sometimes it's nobody's fault. That's why every industry has warranties.

Ultimately, only one thing is important: being able to count on the good name of the manufacturer.

Pullman-Standard's good name has a hundred year history. But this assurance of quality is more than reputation. Nowhere is it more tangible than in our Sales and Service engineers, who often call on you before you have to call on them.

When it comes to quality follow-thru, we put our people where others put promises.

Pullman-Standard
WORLD'S LARGEST RAIL CAR MAKER
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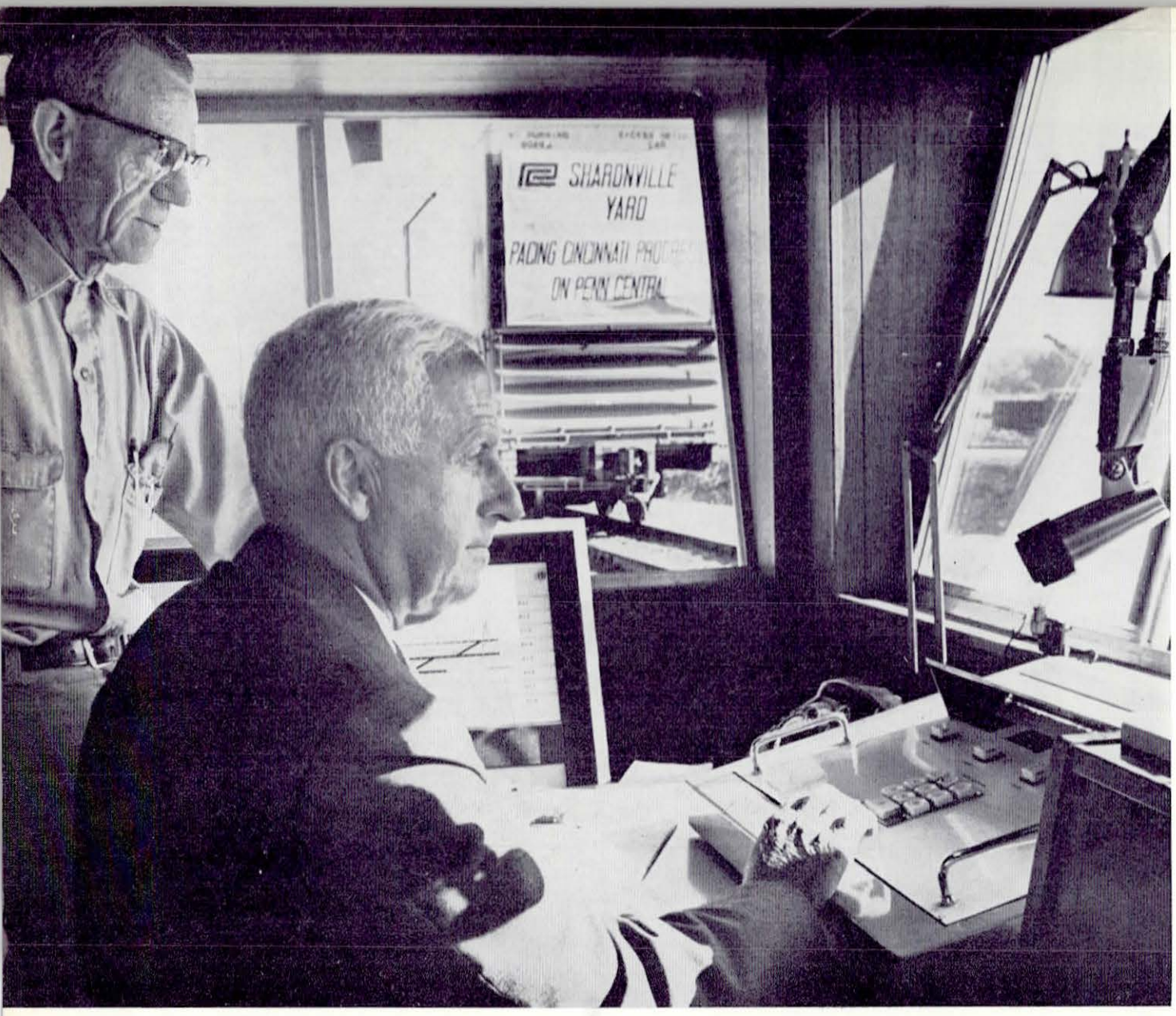

ELECTRONIC JOB—PC President A. E. Perlman pushes a button to electronically dictate a freight-car route at Sharonville.

PC streamlines a yard

Just-completed modernization of Sharonville Yard at Cincinnati makes it a major Penn Central classification point, with a capacity of 3,782 cars.

Penn Central has moved to strengthen its freight-handling capability through the Cincinnati gateway, with a $2.7-million improvement project of Sharonville Yard.

The new, streamlined Sharonville will be PC's principal classification facility at Cincinnati. Track connections to all PC service routes will permit consolidation of work previously handled at smaller yards. These smaller facilities within the terminal will now be used to support Sharonville as industrial service yards.

● **What PC did at Cincinnati.** Among the features of the project:

—PC built a 1,200-foot track connection to link Sharonville with former Pennsylvania trackage and yards.

—Six additional classification tracks were added to the layout.

—Push-button-controlled electropneumatic retarders were installed on the new class tracks.

—Existing retarders on the Sharonville hump were upgraded to handle cars weighing up to 160 tons.

—Double inert retarders were installed near the end of each classification track.

—Main switching routes were rearranged and 88 new remote-control switches were installed to improve flexibility of operation and provide a faster flow of traffic through the yard.

—A new inbound track was built around the classification yard to reduce operational delays.

SAFE COUPLING—Freight cars (right) roll down Sharonville hump and are slowed by electro-pneumatic retarders.

● **A series of improvements.** The current project is the third major improvement program to be carried out at Sharonville in the past five years. Total capital investment in the series of improvements now tops $4 million.

Sharonville, as it operates today, has a capacity for 3,782 cars. The 36-track classification yard itself has 1,455-car capacity—and Sharonville is now dispatching up to 2,100 cars a day to connecting railroads, to other Penn Central points or to local industry.

PC carried out this latest improvement under traffic, over a nine-month period. Use of panel track and prefabricated turnouts helped speed construction.

● **Heavy traffic.** On a normal day, Sharonville will handle 20 symbol freight trains, nine inbound and 11 outbound.

Inbound, the day starts at 2 a.m. with CIN-1 from Columbus. Within a two-and-a-half-hour period beginning at 8 a.m., there will be DJ-3 from Conway, CIC-2 from Chicago and BF-5 from Toledo. Another concentration of traffic starts at 4 p.m. with SC-1 from Columbus, BC-7 from Buffalo, BF-7 and DC-9 both from Detroit—and all this between 4 p.m. and 7:40 p.m. The day ends with GR-6 from Grand Rapids at 11 p.m.

On the outbound side, Sharonville will dispatch MC-6 to Detroit and CIN-2 to Conway shortly after midnight. CIC-1 leaves for Chicago at 5 a.m., CD-6 for Selkirk, N.Y., at 8 a.m., GR-7 for Grand Rapids and CC-3 for Indianapolis at 11 a.m. Between noon and 2 p.m., MC-6A departs for Toledo, SC-2 for Columbus and DC-8 for Detroit. After 2 p.m., there's a lull until dispatch of CC-1 for Indianapolis at 10 p.m. and FC-2 for Columbus at 10:30 p.m.

Sharonville's traffic mix is a real mix—coal from Kentucky and West Virginia for Ohio power plants and for lake trans-shipment; automobiles in increasing numbers (3,500 multi-level rack cars during the 1969 model year); tobacco from the South; whiskey from local distilleries, as well as grocery, soap and paper products and home appliances from the Cincinnati area. ■

Buy traction bearings, journal bearings, engine bearings or roller bearings from Magnus, paints from Dutch Boy,® pigments from Titanium Pigment Division, or drilling mud from Baroid,

and you're dealing with National Lead.

A good company to deal with...as proven by more than 200 product lines; 50 divisions, subsidiaries and affiliates; 100 mines, mills and plants throughout the country; and annual sales of more than $750-million. Any way you look at it, it's a good deal.

RAILROAD BEARINGS
National Lead
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Your one source for all bearings. From plants in all rail centers.

Circle 13 on coupon page 39

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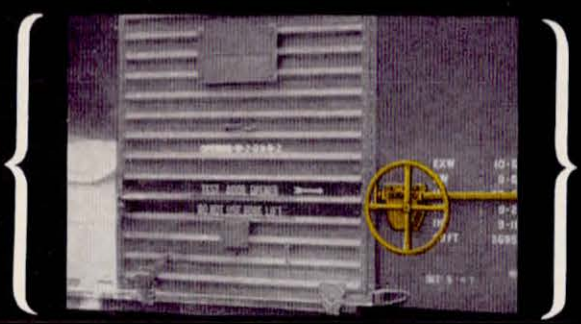
OPEN DOOR
POLICY



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SHIPPERS' TIME
(SLIDEWELL Equipped Car
Doors Always Open!)

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Box 420 / Chambersburg, Penna.

Circle 13 on coupon page 40

A new look at hotbox detectors

Performance standards set years ago for hotbox detector operations no longer apply. Today's freight-train operations at higher speeds, with many more freight cars equipped with roller bearings, require changes in operating standards for hotbox detectors. And communications and signal officers at the AAR Communication & Signal Section meeting were discussing what changes in location and operation of hotbox detectors must take place to make them more effective.

On its high-speed, high-density, double-track Montreal-Toronto mainline, Canadian National installed 22 hotbox detectors, spaced about 20 miles apart. Conventional practice on most roads is to space hotbox detectors approximately 30 miles apart, because experience has indicated that most overheated journals require 30 miles or more of travel to reach critical heat. The closer spacing should permit a train to pass two hotbox detectors before the train has to be stopped because of an overheated journal, reported D. H. Green, CN engineer of signals.

Readings from detectors will be transmitted to the dispatcher's office at Bellevue, Ont., where a switching system will actuate one of eight paper-tape recorders. If he so desires, the dispatcher can operate a switch to provide only a partial recording. Thus, the tape will be printed out for that portion of the train for the first hotbox to the rear of the train. If no hotbox is found by the detector, a recording is not made. This partial recording option was selected so that the dispatcher need only examine tapes showing overheated journals.

● **Event marker used.** To aid in rapid examination of tapes, an event-marker pen was added that makes a distinctive mark on the tape opposite the overheated-journal recording. Also, audible and visual alarms are actuated when an overheated journal is spotted by a detector. At the same time, a two-digit number is displayed over the actuated recorder indicating the location of the hotbox detector.

Many railroads have found that an 8mm differential deflection on the hotbox recorder tape is sufficient to indicate a hot journal and sound an alarm at this point. This differential deflection is the difference between the hotbox detector readings from both ends of the

same axle. But how do you detect an overheated journal if this differential deflection is less than 8mm?

● **WP has an answer.** Western Pacific's engineer of signals and communications, B. L. McNeill, Jr., had just this problem. Pyrometer measurements of journals and axle ends on his road indicated that the ratio of the reading on the hot axle end to the cold end held at about 3, regardless of whether friction or roller bearings were involved.

A ratio comparator alarm was developed that will alert the dispatcher if this hot-to-cold or the hotbox-detector readings of the two ends of the same axle is a ratio of 3 or greater. WP had had hotboxes on cars where this ratio was at least 3, but the differential deflection was well below the conventional 8mm regarded as a good figure.

● **Experienced operators.** Southern has 153 hotbox detectors in service. Of these, 98 are line-of-road units from which overheated-journal indications are transmitted to a recording central office in Atlanta, Ga. Here, experienced personnel read the tapes. As many as 10-12 recorders may be running simultaneously. Approximately 1,100 tapes per day are recorded in this detection center.

A tape is recorded for each train passing a hotbox detector, said R. A. Howell, senior communications engineer. The alarm system is used to alert the operators that a hot journal has been detected. A visual display is lighted to indicate which recorder has the hotbox indication. Skill in reading and interpreting the tapes is acquired from experience.

Howell said that the skill of these detector-recording-center operators has paid off many times.

Because of the many variables involved in journal bearing performance, a recording tape of each train passing a hotbox detector is considered by many communications and signal men to be essential. Although roller bearings generally run hotter than solid bearings, speakers at this Communication & Signal Section meeting said that there are exceptions.

Setting the alarm point can be critical. For example, setting it too low will result in stopping many trains whose journals are not overheated. On the other hand, setting the alarm point too high may not alert an operator or dispatcher who reads the tapes, so that a train with an overheated journal is not stopped in time to prevent a derailment. To solve this hotbox problem, said Green, further study is required, as well as cooperation among communications, signal, mechanical and operating departments. ■

FRANK MALONE

WATCHING WASHINGTON

WHAT'S MORE IMPORTANT—the World Series or the return of the Transportation Secretary from a European tour? A press conference was set for 2 p.m., Oct. 11, the day John A. Volpe landed from a 12-day mission *and* the first day of the Mets-Orioles shindig (a Saturday, too). Then, so everyone could get home for the game, the arrival somehow was moved up to 12:30. Nevertheless, the reporters who showed up numbered zero. A DOT spokesman said Mr. Volpe "understood." With apologies to the Secretary, the following report was pieced together.

THE MAIN EVENT in Europe was the signing of a "memorandum of understanding" with the Italians to cover exchange of transport research data. Similar agreements exist with Britain, France and Japan, and one is being worked out with Spain. The idea is to prevent costly duplication of research work. The agreement includes information on urban transit, highspeed ground transport, anti-pollution and -noise measures, and traffic safety control. Mr. Volpe also rode a train from Rome to Milan (and was impressed with its "efficiency and cleanliness"), inspected Milan's new subway, helped launch London's new Victoria rail line, and conferred with the British and Spanish transport ministers.

FOR EUROPEANS, THIS CAPSULE of Mr. Volpe's responsibilities were presented: The number of vehicles on U.S. highways grows by 10,000 each day; every 24 hours, domestic air lines add 40,000 new passengers; railroads raise their freight operations by five billion ton miles a year. This fantastic growth puts a great strain on support facilities. However, "I think it is safe to report . . . that back home we have an Administration that is determined to be a 'can do' Administration, one that will get the job done in every area of responsibility that needs attention," Mr. Volpe said.

THREE DAYS IN ROME were needed. The U.S. Transportation Secretary visited not only the Italian transportation minister but also the president, prime minister, foreign minister, senate president—and Pope Paul VI. Between Rome and Milan, Mr. Volpe made what was called an unprecedented international phone call from a railroad train. He reported to Henry Kissinger, President Nixon's foreign affairs advisor, in Florida. How all that will affect the preparation of a U.S. transport plan remains to be seen. However, you never know when a little diplomatic experience will come in handy.

LUTHER MILLER

AS THE EDITOR SEES IT

THAT FAMOUS FORBES ARTICLE—the one that caused so much nervous chatter in railroad public relations offices long before it ever saw print—is now on the newsstands. And railroad p.r. men, who were thrown into a sweat when their distant early warning system first flashed the word that Forbes reporters were sniffing around, can rest easy. Forbes, in its Oct. 15 cover story on railroads, has done a good reporting job.

ALL RAILROAD MEN WON'T LIKE IT—because Forbes has told the story in exceedingly mournful numbers. But if Forbes has painted a dark and troubled picture of the industry, it is no darker than the one the industry itself was forced to paint in seeking an emergency rate increase.

THE IMPORTANT THING about the Forbes article is its central statement, which is this: "To those who think that good management can cure anything, the current railroad situation ought to give pause: There is little that management can do. The fate of the railroads lies in the hands of government, labor, the courts."

FORBES' OWN PRESCRIPTION for a cure relies heavily on the future course taken by the unions and by the Federal government. "What can the unions do? They can show greater willingness to reduce featherbedding and permit management to reap the benefits of automation—in return for stable employment and better wages for a shrunken rail force . . . And Congress . . . will have to stop playing small politics with the U.S. transportation system. It will have to come to grips with the problem of strikes in essential industries . . . it will also have to stop playing politics with the passenger problem . . . Congress will have to revise the procedures of the Interstate Commerce Commission to reflect the realities of modern business. It is absurd that it should take 11 years for a merger to be approved or rejected. Absurd that railroad rates should be held up as an umbrella over other forms of transport. Absurd that they should not be permitted to diversify into other forms of transport."

ABSURD IS THE WORD. Railway Age has been saying it for years. But trade publications are not always regarded as models of objectivity. Now Forbes has said it: "Management, no matter how able, cannot break the web without help and understanding from the rest of the country." Forbes' perceptive reporting can help to achieve that understanding.

Changes in regulation on the way?

The Nixon Administration may go somewhat in the direction of de-regulation of the surface modes that are now regulated, says Charles D. Baker, deputy undersecretary of the Department of Transportation. Speaking at the Private Carrier Conference session of the 36th annual meeting of the American Trucking Associations in San Francisco last week, Baker said that an examination of the regulatory policy "is good and even necessary" for all concerned—shippers as well as all surface carriers. There probably won't be any sweeping, radical changes in regulation, though, he added. If anything, any policy shifts "must be evolutionary, not revolutionary."

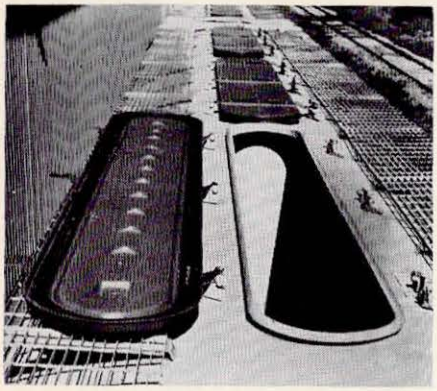
Regulation was introduced originally to protect shippers against the monopoly of the railroads, he said. "In the last 30 or 40 years, however," Baker continued, "it has seemed to be trended towards protecting the carriers' status quo, and not seemingly on the basis of actual events in the transportation world."

Developments in equipment specialization and through movements are a couple of reasons that make some of the old regulatory precepts worthy of a new look, Baker said. Another one, he added, is the threat of failure of one part of the over-all transportation system—the railroads. "If I were a common carrier on the highway, I'd be all for constraint on the railroads. But if this led to their economic demise—and perish the thought—their nationalization, then I might be a good deal worse off than I would with some new approaches to regulation of a private system," he warned.

The private carrier, or shipper-operator, is a vital part of the national transportation system, Baker continued. He must be prepared to adjust to changes in the transportation environment. He should be prepared also to reappraise his situation to determine if new developments in the regulatory environment are adding "economic strings to his transportation bow." Baker also suggested that the private carrier should not be bashful about making his thoughts known on regulation, even though he is part of the non-regulated branch of the trucking industry.

DOT has a role to play in the formulation of regulatory policy and will be taking the initiative in this area, Baker concluded. ■

NEW PRODUCTS REPORT

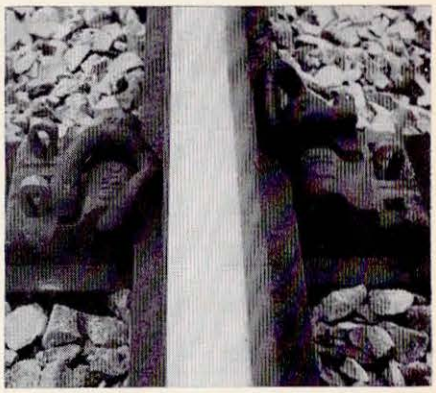


Hatch cover (RA-1)

The MFG fiber-glass reinforced polyester round-nose hatch cover, 14 ft long by 2½ ft wide by 1⅞ in. thick, and weighing 77 lb, is comprised of an inner and outer molded shell and neoprene sponge gaskets to assure leakproof fit. Covers, slam tested for nearly two years, resist corrosion and sweating and will not warp, dent or rust. Cadmium-plated hardware is located to specification. *Molded Fiber Glass Products Co.*

Deadman control (RA-2)

The single module, solid state Alertor 66 is the only full-time deadman control that, by automatically de-energizing the magnet valve and using the air-brake whistle, assures alertness of the engineman. The unit, which replaces the foot pedal, is also designed for easy connection to an optional electrical warning device and is ready to install. Power supply, magnet valve, and seat antenna are the only electrical circuits to connect. *Vapor.*



Rail fastening (RA-3)

The "Pandrol" Rail Fastening has been adapted for use on wood crossties. The anchor assembly consists of the "Pandrol" rail clips on steel, or cast-iron, baseplates. The latter are wider than those used on concrete ties and are fastened to the wood ties by screwspikes or Lock Spikes. No machining of baseplates—which may be designed to receive two, three or four clips—is required. *Chicago Railway Equipment Division, Evans Products*

NEW LITERATURE

CONTAINERS. The American Plywood Association has released a new design manual on the construction of crating made with softwood plywood. The manual covers fabrication and assembly of plywood crates and offers detailed technical information to designers on structural requirements: (NL-1)

RAILCAR RAMP. Rite-Hite Corp. has a new 6-page, 3-color brochure featuring its railcar ramps for fast, efficient and safe loading or unloading of rail shipments. (NL-2)

SAFETY DEVICES. Hayes Track Appliance Co. offers a catalog covering all types of bumping posts, wheel stops and derails. A special new feature is a portable "Blue Flag" derail for temporary installation on the track to protect working men. (NL-3)

CAR WHEELS. A new booklet, "High Performance Steels for Railroad Cars," is available from United States Steel. The 20-page booklet gives general descriptions of carbon steel, high-strength low-alloy steel, alloy steel and stainless steel for the different needs of freight cars. Included is a selection chart for railroad car steels which gives relative cost and weight figures, along with mechanical properties. (NL-4)

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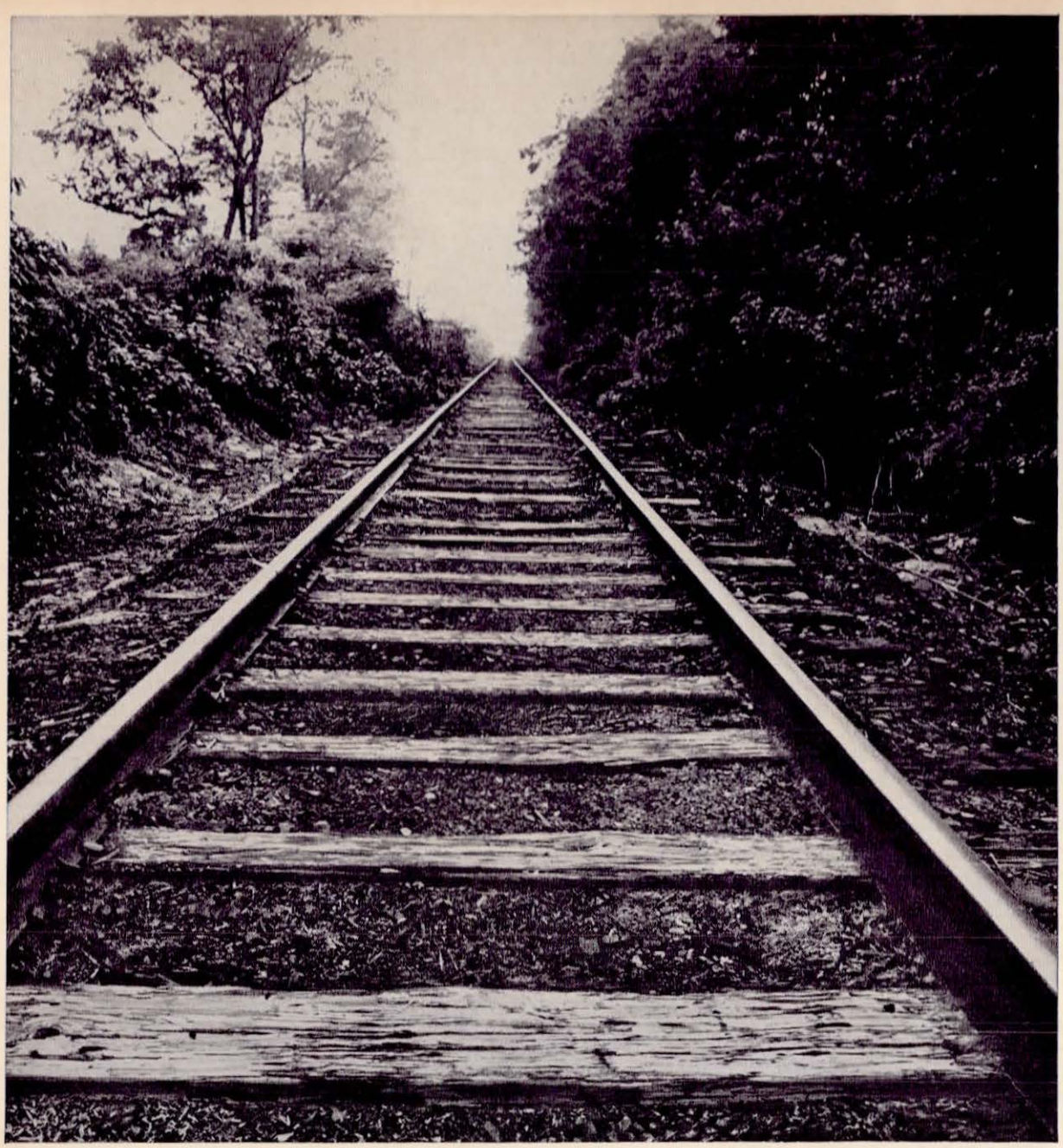

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Circle 5 on coupon page 39

YOU OUGHT TO KNOW

For sale: the "Denver Zephyr"

The original 12-car "Denver Zephyr" streamliner has been promoted for international auction Oct. 20. The sale is being managed by Parke-Bernet Galleries. The auction will be held at Arthur Rippey's Veteran Car Museum in Denver. The original "Zephyr" cost around $1 million and weighed 600 tons, not including engines. Parke-Bernet has offered private showings to interested bidders.

Fruehauf plans new plant at Charlotte, N.C.

The Fruehauf Corp. will build a new 250,000-sq-ft plant at Charlotte, N.C., capable of producing up to 8,000 trailers a year. Fruehauf President William E. Grace commented that the area has "a good labor supply, abundant rail service and is readily accessible by interstate highways."

1970 container exposition set for Chicago

The fifth International Container Services and Equipment Exposition is now scheduled for April 14-17, 1970, in Chicago's International Amphitheater. More than 200 exhibitors are expected to sign-up for space. Previous expositions have been held in London, Melbourne, Baltimore and New York.

CN reduces training time for apprentices

Canadian National has cut its shopcraft apprentice training program from five years to four. The reduction is achieved, said a CN spokesman, by increasing the amount of classroom instruction and by providing more on-the-job direction at the main railway shops in Winnipeg, Montreal and Moncton.

IC Industries names corporate chief of p. r.

IC Industries last week named J. Paul Carroll to the new post of director of corporate public relations. Carroll since 1962 has been director of public relations for Abex Corp., a subsidiary of IC Industries. In his new position, he will be responsible for financial communications, press relations, corporate advertising and liaison public relations matters with the subsidiary companies. Clifford G. Massoth, director of public relations and advertising for Illinois Central Railroad, another IC Industries subsidiary, will continue to be responsible for those activities for the railroad.

REALCO adds "service" to its name

REALCO is now REALCO Services Inc.—in a name-change designed to make clearer the organization's service role in connection with its piggyback-equipment marketing function. REALCO Services, with more than 17,000 trailers in its pool fleet, maintains major repair shops at four points, along with a fleet of 27 mobile service units that can be dispatched quickly to trouble spots.

No money, no crops—no sense building onward

The 55-mile branch planned by Northern Pacific between Mesa and Mattaw, Wash., will only stretch out for 21 miles—for the time being. NP has determined that federal funds will not be available for irrigation development in the western part of the project, and so it reached a stop-construction decision. President Louis W. Menk says NP is "genuinely disappointed that the line cannot now be constructed in its entirety. But it is ridiculous for us to build a railroad to where there are no crops." Menk said, however, that the line will be finished—probably some time this month—for the first 21 miles, "so that rail service will be available to farmlands in the area already under irrigation." NP has already invested several million dollars in the project and now plans to ask the ICC for an extension of its order requiring completion of construction by Sept. 1, 1970. Availability of funds for continuance of the irrigation project, Menk said, will determine when NP resumes line construction (RA, Sept. 29, p. 64).

MARKET OUTLOOK

CARLOADINGS

Loadings of revenue freight in the week ended Oct. 11, totaled 594,565 cars, the Association of American Railroads announced on Oct. 16. This was a decrease of 5,392 cars, or 0.9%, compared with the previous week; an increase of 63,461 cars, or 11.9%, compared with the corresponding week last year; and an increase of 10,572 cars, or 1.8%, compared with the equivalent 1967 week. Ton-miles generated by carloadings in the week ended Oct. 11 are estimated at 16.0 billion, an increase of 13.2% above the corresponding week of 1968, and 6.8% above the 1967 week.

REVENUE FREIGHT CARLOADINGS

Commodity	Oct. 4 week	Preceding week	Per cent change
Grain	25,519	25,092	+ 1.7
Farm products	22,965	17,960	+27.9
Metallic ores	53,542	54,293	— 1.4
Coal	107,632	107,308	+ 0.3
Crushed stone, gravel & sand	35,506	33,242	+ 6.8
Nonmetallic minerals.	11,041	11,205	— 1.5
Grain mill products	21,962	22,017	— 0.2
Food & kindred products	26,363	26,679	— 1.2
Primary forest products	23,590	24,094	— 2.1
Lumber & wood products (except furniture)	15,714	16,177	— 2.9
Pulp, paper & allied products	26,158	26,483	— 1.2
Chemicals & allied products	27,638	28,301	— 2.3
Petroleum products	11,798	11,526	+ 2.4
Stone, clay & glass products	23,398	23,430	— 0.1
Coke	9,685	8,655	+11.9
Metals & products	29,006	29,283	— 0.9
Motor vehicles & equipment	25,129	26,212	— 4.1
Waste & scrap materials	16,014	15,749	+ 1.7
Forwarder & shipper assn. traffic	8,700	8,528	+ 2.0
All other carloads	76,814	75,540	+ 1.7
LCL traffic	1,783	1,690	+ 5.5
Total cars loaded	599,957	593,464	+ 1.1

CUMULATIVE TOTAL, 40 WEEKS	1969	1968	1967
	21,639,817	21,745,288	21,561,918

PIGGYBACK CARLOADINGS

U. S. piggyback loadings for the week ended Oct. 4 totaled 28,535 cars, carrying 47,928 trailers, compared with 29,107 cars, carrying 48,119 trailers, in the corresponding 1968 week. Loadings for 1969 up to Oct. 4 totaled 1,032,021 cars, carrying 1,695,761 trailers, compared with 1,024,723 cars, carrying 1,667,693 trailers, in the corresponding period of 1968.

IN CANADA

Cumulative	Revenue Cars Loaded	Total cars Rec'd from Connections
Sept. 21, 1969	2,586,759	878,739
Sept. 21, 1968	2,694,414	889,699

FREIGHT-TRAIN CARS

● *Orders and deliveries.*—Orders were placed in August for 2,679 new freight cars, compared with 5,747 ordered in July and 3,155 in August 1968. No rebuilds were ordered in August, compared with 1,728 in July and 600 in August 1968. Backlog of new cars on order and undelivered on Sept. 1 totaled 47,915, compared with 51,233 on Aug. 1 and 16,255 on Sept. 1, 1968. New cars delivered in August totaled 5,482, compared with 4,861 in July and 3,760 in August 1968.

FREIGHT TRAIN CARS DELIVERED AND ORDERED IN AUGUST AND BACKLOG OF ORDERS ON SEPT. 1, 1969

DELIVERED

	August 1969	July 1969	August 1968
Built new by car builders	4,032	3,770	2,488
Built new in R.R. Shops	1,450	1,091	1,272
Built new—total	5,482	4,861	3,760
Rebuilt	198	761	964
TOTAL DELIVERED	5,680	5,622	4,724

ORDERED

To be built by car builders	2,284	3,047	3,032
To be built new in R.R. shops	395	2,700	123
To be built new—total	2,679	5,747	3,155
To be rebuilt	0	1,728	600
TOTAL ORDERED	2,679	7,475	3,755

ON ORDER AND UNDELIVERED

	Sept. 1, 1969	Aug. 1, 1969	Sept. 1, 1968
To be built new by car builders	39,816	42,079	11,433
To be built new in R.R. shops	8,099	9,154	4,822
To be built new—total	47,915	51,233	16,255
To be rebuilt	4,391	4,589	6,240
TOTAL ON ORDER	52,306	55,822	22,459

SPECIAL

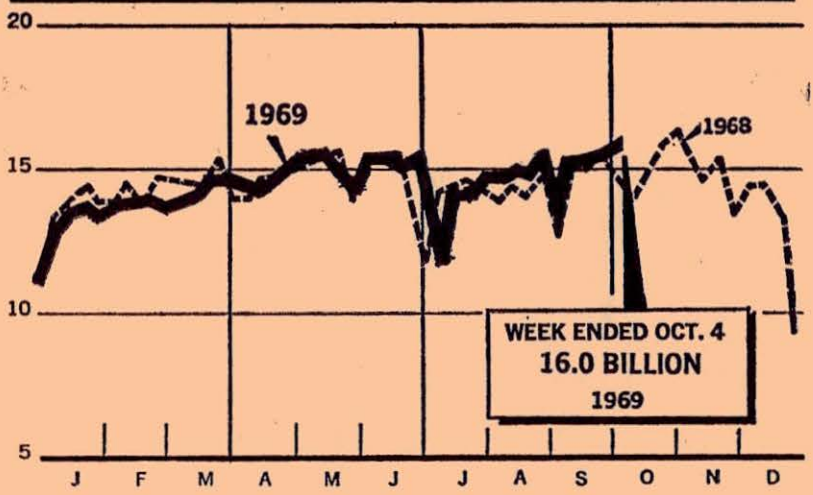
● *U.S. Department of Transportation.*—Has contracted with Harza Engineering Co., Chicago, to develop a computer program for estimating the costs of hard rock tunneling. The program, due for completion by March 1970, will set up parameters for design, construction, and cost estimating of tunnels and shafts. The firm also made a recent study for DOT (under sub-contract to TRW Systems, Inc.) to develop basic data for tunneling which might be used with a high-speed ground transportation system in the northeast corridor of the U.S. Results of the new program are to be applicable throughout the U.S.

NEW FACILITIES

● *Grand Trunk Western.*—Will build a three-story division administration building and adjoining four-story control tower at Pontiac Yard, Pontiac, Mich. Construction is expected to begin in early November.

RAIL FREIGHT TRAFFIC TRENDS

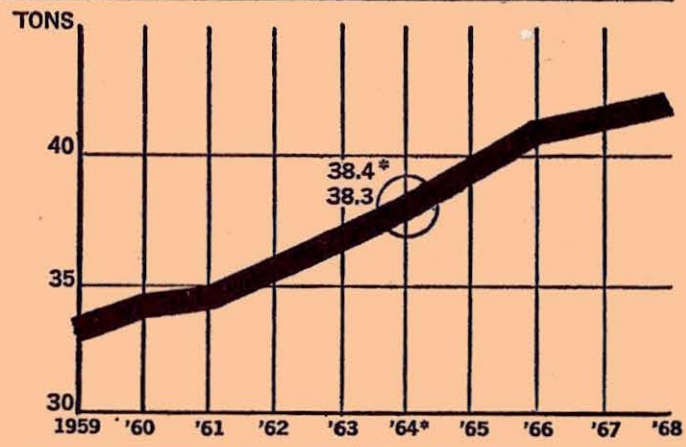
BILLION TON-MILES (Estimated)



Source: Association of American Railroads

AVERAGE LOAD PER FREIGHT CAR—TONS

(Class I line-haul railroads)



*The two 1964 figures are shown on the basis of the definitions of Class I railroads in effect before and on Jan. 1, 1965. Before that date, Class I railroads were defined as those having operating revenues of over $3,000,000. Since that date, Class I railroads are defined as those having annual operating revenues of at least $5,000,000.

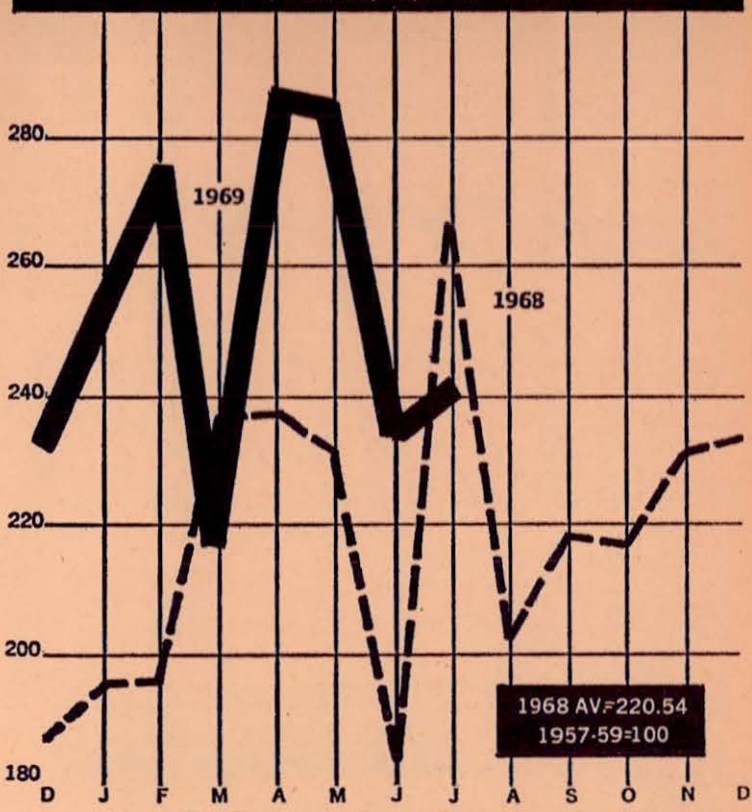
SOURCE: Bureau of Economics, ICC.

Current Statistics

Net income, Class I roads	
Six months, 1969	$265,000,000
Six months, 1968	278,000,000
New freight cars on order	
Sept. 1, 1969	47,915
Sept. 1, 1968	16,255
New freight cars delivered	
8 mos., 1969	43,179
8 mos., 1968	38,618
Serviceable cars	
Sept. 1, 1969	1,362,823
Sept. 1, 1968	1,388,680

MATERIAL HANDLING EQUIPMENT BOOKINGS

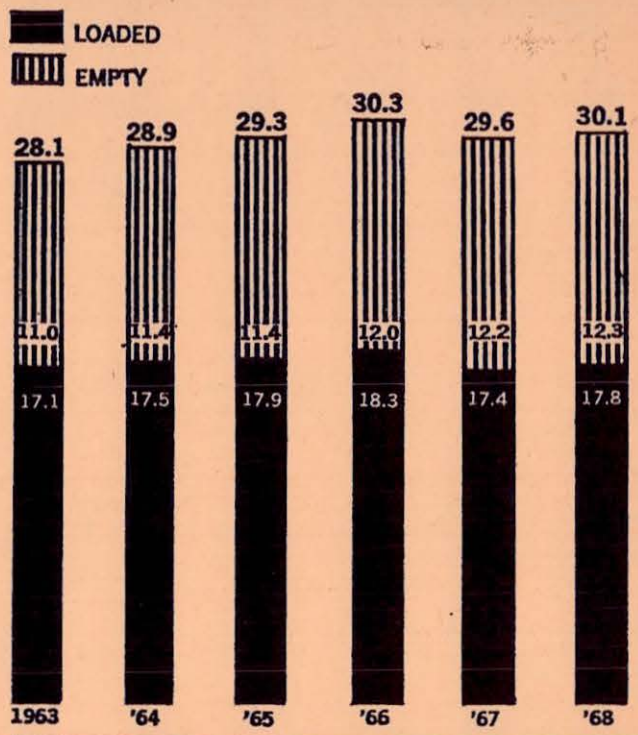
(seasonally adjusted)



Source: The Material Handling Institute. MHI says the $111,373,999 worth of new orders received during July 1969 represent a substantial dollar volume for the month, a traditionally slower buying period for the industry.

FREIGHT-CAR USE BY CLASS I RAILROADS

(Car miles—billions)



Source: Bureau of Economics, ICC.

F. S. Burbidge
CP

Keith Campbell
CP

R. S. Allison
CP

P. A. Nepveu
CP

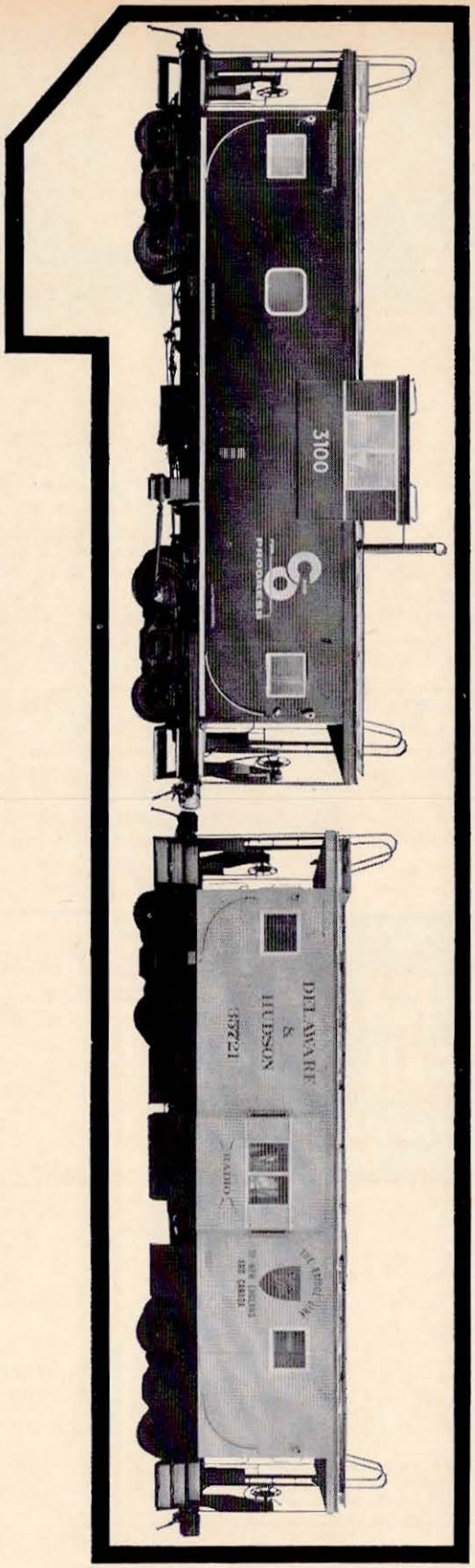
R. T. Riley
CP

W. W. Stinson
CP

PEOPLE

CANADIAN PACIFIC.—F. S. Burbidge, vice president administration, appointed vice president—marketing and sales, with headquarters as before at Montreal, succeeding the late **J. M. Roberts. Keith Campbell,** vice president, Prairie region, Winnipeg, Man., succeeds Mr. Burbidge at Montreal, **R. S. Allison,** regional manager, operations and maintenance, Pacific region, Vancouver, B.C., succeeds Mr. Campbell at Winnipeg. **P. A. Nepveu,** assistant comptroller, Montreal, appointed vice president—accounts and data systems. **R. T. Riley,** assistant regional manager, Pacific region, promoted to regional manager, operation and maintenance of that region, succeeding Mr. Allison. **W. W. Stinson,** superintendent, Toronto Division, succeeds Mr. Riley.

Appointments in Material Handling and Damage Prevention (formerly Loss and Damage Prevention section), at Montreal: **L. S. Vaines,** superintendent; **R. I. Greenfield,** assistant superintendent: **N. A. Hyde-Clarke,** chief supervisor, perishable



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SLSW

H. B. Shuttleworth
UP

Bruce J. Relyea
UP

G. W. Gubanich
WABCO

traffic and weighing.

W.C. Tripp, division engineer, Schreiber, Ont., appointed division engineer, Smith Falls Division, Smith Falls, Ont.

DENVER & RIO GRANDE WESTERN.—J. T. Quinn, manager national accounts, appointed regional manager, with headquarters as before at New York, succeeding **A. C. Dick,** retired after more than 49 years of service.

ST. LOUIS SOUTHWESTERN.—Robert M. Nall, assistant to president, elected president and director, Tyler, Tex., effective Nov. 1, succeeding **Harold J. McKenzie,** retiring after 43 years of railroad service. Mr. McKenzie is also retiring from the position of vice president, Executive Department, **Southern Pacific.**

UNION PACIFIC.—Eugene C. Shultz, assistant superintendent, Kansas City, Kans., appointed to the newly created position of supervisor terminal services. Mr. Shultz will work with UP's computerized terminal yards to implement the road's SPOT-IT (specific placement on terminal industrial tracks) program.

Harry B. Shuttleworth elected UP treasurer, New York. Mr. Shuttleworth had been treasurer of General Electric Credit Corp., New York.

Bruce J. Relyea elected controller, **Union Pacific Corp.** and the railroad at 120 Broadway, New York. Mr. Relyea previously was manager—budgets and analysis, **Ebasco Industries, Inc.,** New York. **Charles E. Billingsley** and **Edward R. Hill** elected assistant controllers. They were also formerly with Ebasco.

SUPPLY TRADE

G. W. Gubanich has been appointed senior marketing engineer—rapid transit sales, **Signal and Communications Division, Westinghouse Air Brake Co.,** Pittsburgh. He was formerly a sales engineer at New York and Philadelphia.

Ross H. Chambers has been appointed a sales representative, St. Louis sales office, Railroad Products Group, **Abex Corp.**

Edward J. Littleton has been elected vice president—railroad sales. **The Jennison-Wright Corp.,** with headquarters in Granite City, Ill.

H. J. Silberstein has been appointed president, **Marquardt Co.,** a division of **CCI Corp.** Mr. Silberstein was formerly vice president and general manager of the company's systems engineering division.

W. T. Goff has been named sales engineer, Western Regional Office, **Signal & Communications Division, WABCO,** with headquarters in Chicago.

OBITUARY

Samuel C. Johnson, 73, retired vice president, Railroad Department, **Dearborn Chemical Co.,** Chicago, and retired executive secretary, **National Railway Appliances Assn.,** died Oct. 7 at his home in Ft. Lauderdale, Fla.

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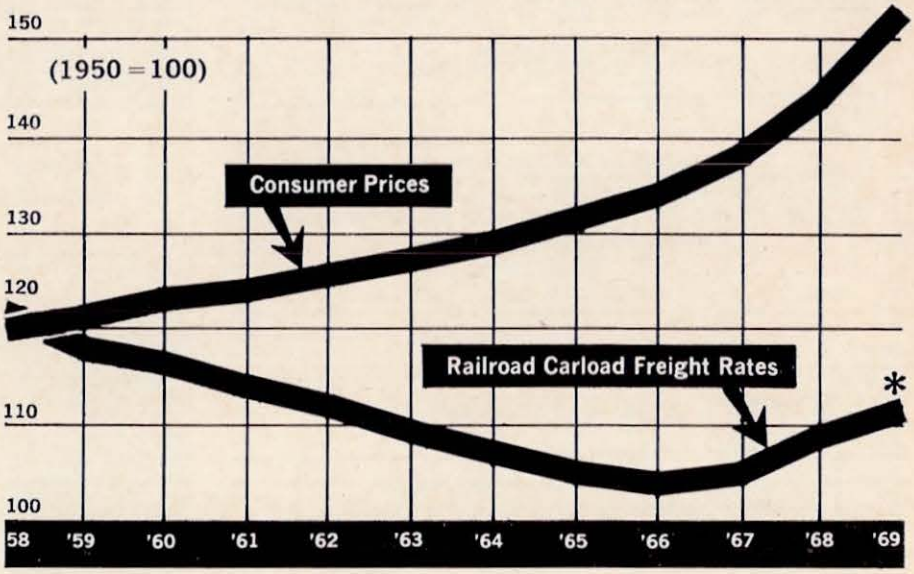
VIEWPOINT

Why a rate increase is vital

Like so many words nowadays, "vital" is one that has been cheapened by over-use. It properly describes something that is essential to life, not merely desirable. In this sense, "vital" can most soberly be applied to the 6% rate increase which the railroads have now requested of the Interstate Commerce Commission. Make no mistake about it: The economic life of railroads is at stake. Earlier rate adjustments have fallen short by $1 billion of covering the increased costs of railroads during the years 1967-69. It is that brutally simple.

Those who view inflation as the overriding national problem—which it is—are not going to like the course railroads have reluctantly been forced to take. But before these guardians of the public purse become overly exercised, they will do well to look at the record—and find out precisely what kind of effect railroad prices have had on inflation.

The fact is, as the chart below shows, that railroads have been a major anti-inflationary force in recent years. Even with the proposed increase, average freight charges for rail shipments will still be less than in 1958.



*With Ex Parte 259 increases fully effective.

Many shippers are not going to like the increase. To them we commend the recent words of G. Russell Moir, chairman of the United States Freight Co.: "I would suggest a more objective reaction to rate increase proposals as being one way the shippers and their associates could reduce much of the time-consuming and costly debates that now take place each time an increase is filed. If the railroads are to supply the new equipment required for expanded, high-speed services, a more intelligent evaluation of the long-term revenue needs of the railroads should be a prime concern of their customers."

Of those shippers who take exception to this advice, we ask: How many of them are selling *their* products for less than they were getting in 1958?

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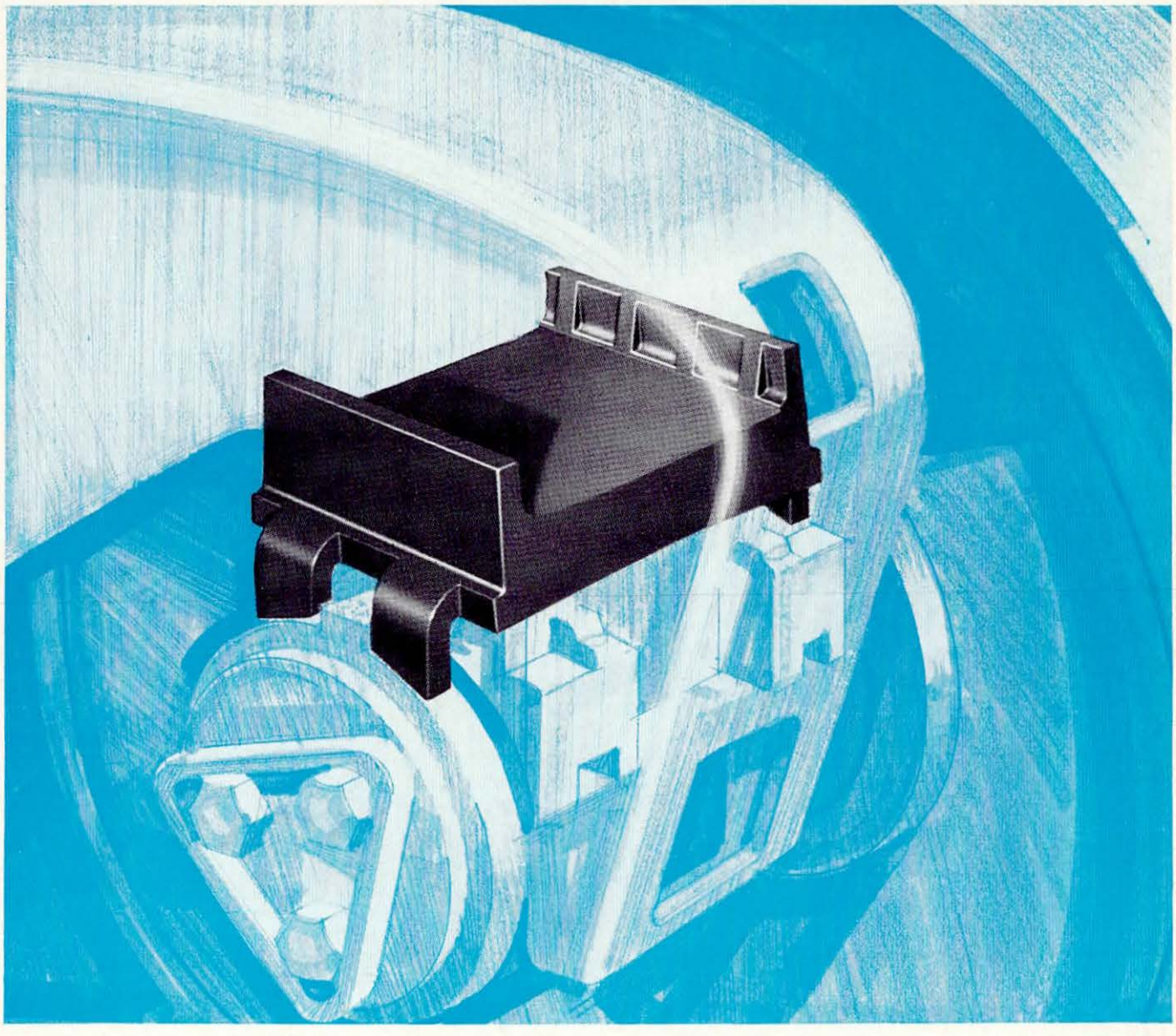

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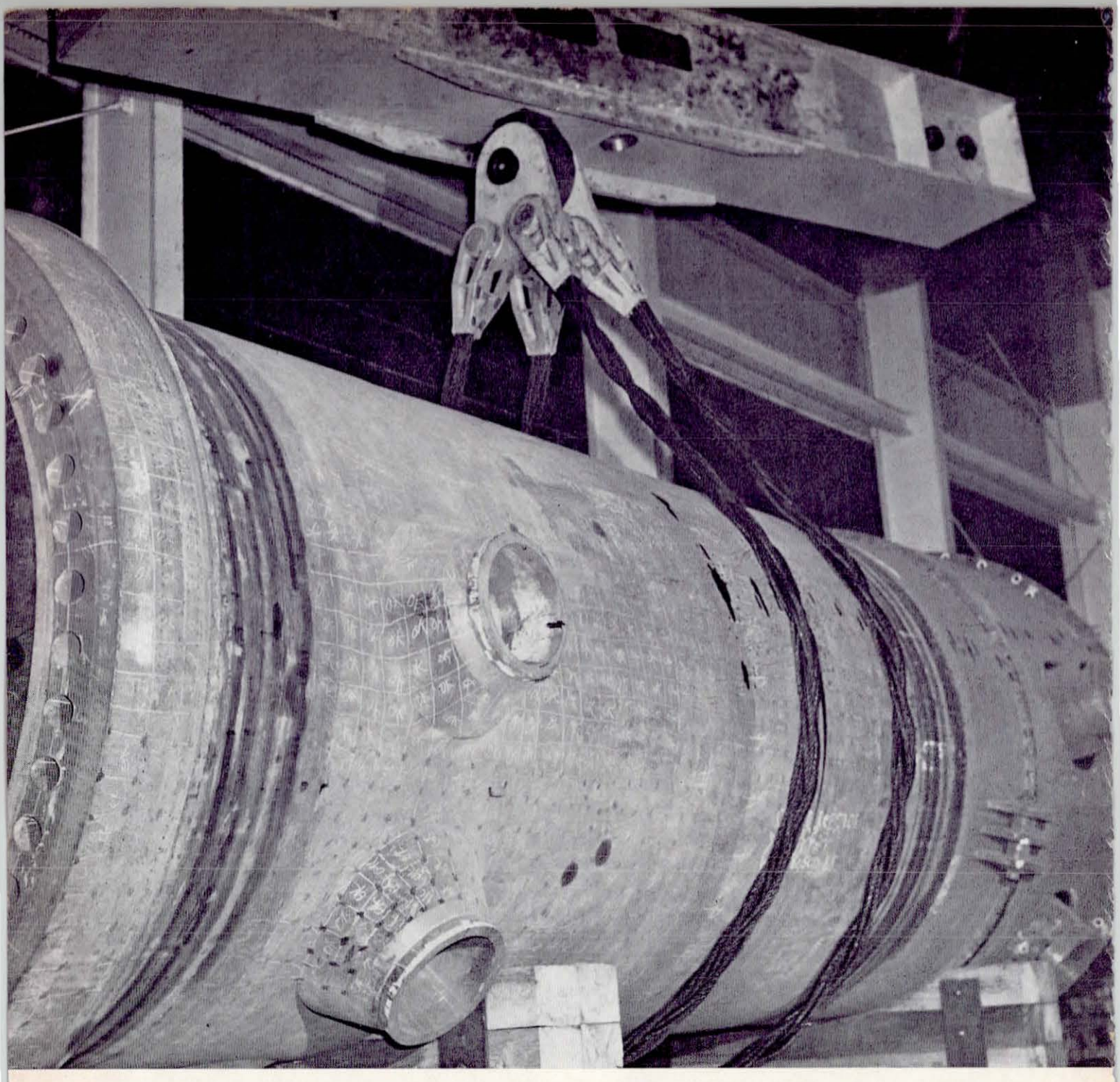

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